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THE YACHTS

MONTE CARLO YACHTS 76

This new Italian builder shows off its "mini-mega-yacht" flagship—Americanized for its U.S. debut.

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AEGIR

Unable to find his ideal convertible cruiser-racer, an owner took the lead, creating a new U.S. sailing yacht brand. *page 40*

M OCEAN

Turn off the generators and enjoy quiet anchorages and fresh air on Arcadia Yachts' new flagship. *page 46*

TALISMAN C

Adding length gave this owner the ultimate yacht luxury—space—on his second Proteksan Turquoise. *page 54*



PHOTO BY MAURIZIO PARADISO

June 2012

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COMING TO A YACHT NEAR YOU:

BIG ENGINE ROOM CHANGES

Propulsion efficiency will go from a desire to a necessity when these regulations go into effect—radically changing the engine room. *page 78*

GLOBAL ORDER BOOK: STABILITY RETURNS

In our mid-year look at the state of the yachting industry—six months since our last Global Order Book—we find the numbers are returning to an even keel. *page 84*

ST. BARTHS SAILS

Sailing superyachts flock to this French island for the ever-popular St. Barths Bucket, and in increasing numbers for Les Voiles de St. Barth. *page 107*

OWNER'S INTEREST: FOOD BUDGETS

Experienced chefs discuss what it costs to feed the crew, whether they number three or 30. *page 114*

DESTINATIONS

AN ISLAND WORLDS AWAY

With a mix of old-fashioned living and modern amenities, Nantucket is the close-by place to get far away. *page 88*

NEW ENGLAND REDISCOVERED

Five titans of the sailing world share their favorite hidden harbors and uncrowded coves. *page 94*



on the cover
Mocean's solar panels enable blissful silence while at anchor and contribute to the 115-footer's modern, eye-catching looks. Photo by Andrea Muscatello

June 2012



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PUBLISHER

Tony Harris, tony.harris@boatinternationalmedia.com

EDITORIAL DIRECTOR-USA

Marilyn Mower, marilyn.mower@boatinternationalmedia.com

EDITORIAL

Editor: **Kate Lardy**, kate.lardy@showboats.com

Managing Editor: **Danielle Aragon Cabrera**, danielle.aragon@showboats.com

Senior Editor: **Risa Merl**, risa.merl@showboats.com

Brokerage News Editor: **Malcolm Maclean**, malcolm.maclean@boatinternationalmedia.com

Contributing Editors: **Rebecca Cahilly**, rebecca.cahilly@boatinternationalmedia.com

Mark Masciarotte, mark.masciarotte@showboats.com

ART

Art Director: **Richard Taranto**, richard.taranto@showboats.com

Graphic Designers: **Cheri Betz**, cheri.betz@showboats.com

CONTRIBUTORS

Billy Black, Andrew Blatter, Richard Boggs, Peter Boulton, Steve Davis, Roberto Franzonini, Bugsy Gedlek, Dana Jinkins, Roger Marshall, Raphael Montigneaux, Andrea Muscatello, Lisa Overing, Maurizio Paradisi, David Pelly, Terry Pommert, Louis Postel, Paul Rezendes, Cory Silken, Grace Trofa, Alessandro Vitelli, Caroline White, Ivor Wilkins

PRODUCTION

Production Manager: **Tim Hartney**, tim.hartney@boatinternationalmedia.com

FOR REPRINTS, WEB USAGE, AND OTHER PERMISSIONS

Tim Hartney, tim.hartney@boatinternationalmedia.com

SISTER PUBLICATIONS

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Address changes: ShowBoats International, P.O. Box 28, Congers, NY 10920

Email: showboats@cambewest.com; www.showboats.com

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SHOWBOATS INTERNATIONAL

101 NE 3rd Avenue, Suite 1220, Fort Lauderdale, FL 33301 U.S.

Tel. (954) 522-2628, Fax: (954) 522-2240

www.showboats.com

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Tel: +44 (0) 20 8545 9330

Fax: +44 (0) 20 8545 9333

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ShowBoats INTERNATIONAL

ADVERTISING SALES

Fort Lauderdale Office

Tel: (954) 522-2628

Associate Publisher: **Ben Farnborough**,

ben.farnborough@boatinternationalmedia.com

National Account Manager: **Tanya deZanger**,

tanya.de.zanger@boatinternationalmedia.com

Business Development Manager - Luxury: **Kimberly Gonzales**,

kimberly.gonzales@boatinternationalmedia.com

Office Manager: **Mary Gurski**, mary.gurski@showboats.com

ADVERTISING SALES

London Office

Tel: +44 (0) 20 8545 9330

Sales Director: **Jeremy Roche**, jeremy.roche@boatinternationalmedia.com

Events & Luxury Sales Manager **Luca Vasile**, luca.vasile@boatinternationalmedia.com

U.K., Benelux, Scandinavia: **Brian Lynch**, brian.lynn@boatinternationalmedia.com

Eastern Med, Middle East and Eastern Europe:

Nick Dawes, nick.dawes@boatinternationalmedia.com

France, Monaco: **Lionel Richard**, lionel.richard@boatinternationalmedia.com

Australia, New Zealand, Far East:

Pippa Johnson, pippa.johnson@boatinternationalmedia.com

UK: **Krystyna Ledochowska**, krystyna.ledochowska@boatinternationalmedia.com

MARKETING/EVENTS

Tel: +44 (0) 20 8545 9330

Event Operations Manager: **Rachel Alcock**,

rachel.alcock@boatinternationalmedia.com

Marketing & Events Coordinator: **Holly Lunn**,

holly.lunn@boatinternationalmedia.com

Events Executive: **Alexis Davis**,

alexis.davis@boatinternationalmedia.com

Sales & Events Executive: **Guglielmo Carrozzo**,

guglielmo.carrozzo@boatinternationalmedia.com

BOAT INTERNATIONAL MEDIA, LTD.

Chief Executive Officer/Publisher: **Tony Harris**,

tony.harris@boatinternationalmedia.com

Publishing Director: **Tony Euden**,

tony.euden@boatinternationalmedia.com

Commercial Director: **Victoria Lister**,

victoria.lister@boatinternationalmedia.com

Digital Director: **Nick Martin**,

nick.martin@boatinternationalmedia.com

Accountant: **Mark Goulbourne**,

mark.goulbourne@integral2.net

ShowBoats International is owned by and is a trademark of Boat International Media, LTD.

41-47 Hartfield Road, London, UK SW19 3RQ

Tel +44 (0) 20 8545 9330, Fax: +44 (0) 20 8545 9333, www.boatinternationalmedia.com

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Best of Both Worlds

I went from Wednesday night races on my father's Columbia 28, to a transatlantic on a 33-foot catamaran, to a delivery on a 63-foot sloop and, finally, a crew job on an Ocean 80 schooner. There is a pattern here.

But as a crewmember, I quickly realized the quality of life on board motor yachts far eclipsed sailboats. Forget one head per the entire crew; bring on the en suite crew cabins. So I jumped sailing ship for power and never looked back. But with my jump went the cozy cockpit meals at anchor, work breaks spent snorkeling and, best of all, quiet rides that turn almost mystical on an overnight passage. Motor yachts may come with lots of extras, but undeniably, sailing yachts bring the romance.

So I was particularly intrigued with the cover yacht this issue: the Arcadia 115, a motor yacht with the lofty goal of challenging the sailboat quality of life. Our writer, Roberto Franzoni, who visited the yacht in Naples, Italy, paints a poetic picture of her possibilities: anchored in the Gulf of Naples, yacht open to "the fresh and scented air of a luxuriant pinewoods, vibration free and noiseless, surrounding air and water totally clean...." With solar panels soaking in the sun's energy to power the essential hotel load by day and night via batteries and inverters, the generators can be turned off. It's the best of both worlds: sailing yacht spirit in a motor yacht's comfortable body.

Arcadia is on the right track; fresh air soon will be more than just an amenity. When new regulations directed at ships' exhaust emissions come into effect, it will be a requirement necessitating major

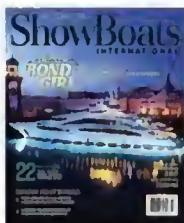
changes to a yacht's engine room. In this issue, Roger Marshall takes a look at the technology required to meet these changes, how it will affect engine room design and the cutting-edge propulsion systems available now that reduce emissions.

Arcadia entered the yachting market in 2010, the same year our Global Order Book showed a 24 percent loss of new construction contracts. Despite the challenging times, the builder sold its first 85-foot hull within an hour of presenting at Boot Düsseldorf. These last few years have been challenging for yards, yet there's still room for new builders with something to add to the mix. In fact, we noted in our 2012 Global Order Book the staggering growth in builder numbers, increasing from 139 yards reporting orders in 2008 to 209 in 2012. As we are halfway into a new year of tracking construction worldwide, we re-visit the build and brokerage statistics in this issue, and finally, we have some good news.

We also feature two more newcomers with the first Monte Carlo 76 built for the U.S. market, a brand also born in 2010, and a carbon sailing yacht for owners to whom "best of both worlds" means both racing and cruising. *Aegir*'s owner shares how he created his ideal yacht for both, and he's proving it on the racecourse.

For the rest of us, there is *Talisman C*. At 231 feet, you can forget the romance and bring on the garage that carries a dedicated wakeboarding tender, a swimming pool you can actually swim in, wraparound forward views from the owner's suite with private foredeck and—wait for it—en suite crew cabins...ahhh.

Kate Landy



Erratum: The wrong company was credited for the underwater lights on Diamonds Are Forever, our April 2012 cover yacht. The lights, UL Ti MATE 75 SA - 250w, were designed and manufactured by Underwater Lights Limited. www.underwaterlights.com



WorldMags

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oceanalexander.com

That yacht could change the whole industry.

I have to get a look.

Ocean Alexander pairing up with Christensen
to build a Marshall design?

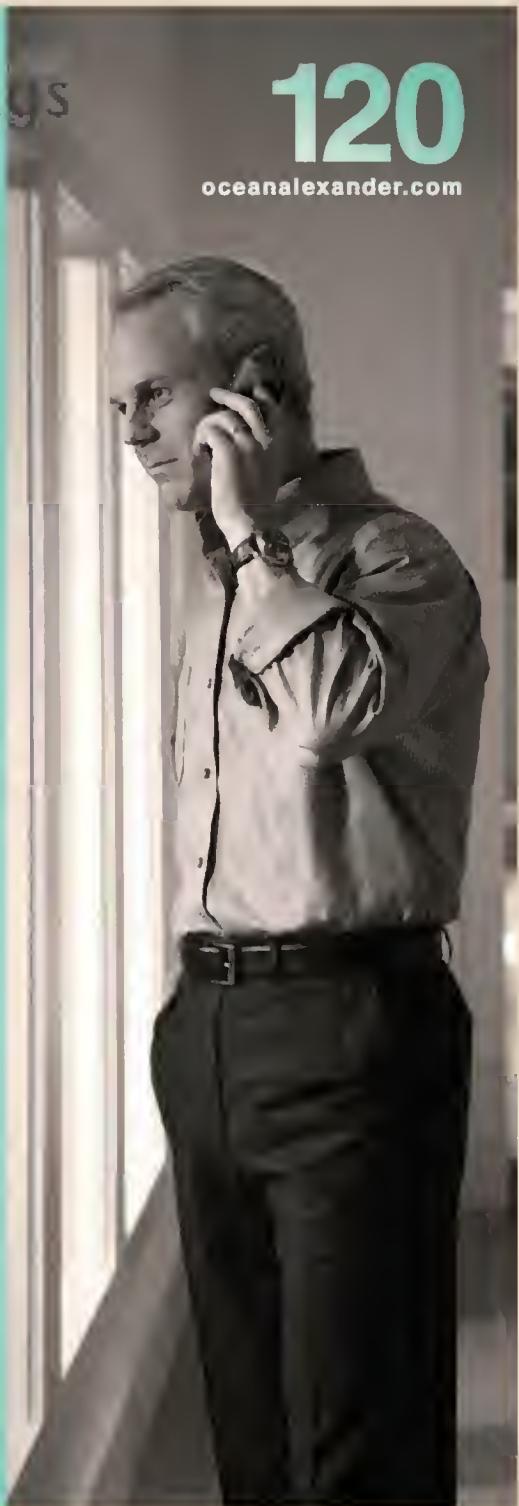
I can name a few people who should be paying
some very serious attention to that.

There's an extra seat on my plane Tuesday.

Want to join me?



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contributors



Risa Merl

ON LOCATION:

NANTUCKET, MASSACHUSETTS

My childhood summers were spent in The Bahamas—bare feet, snorkeling and conch salad daily. Nantucket is more paisley, sailing and lobster, but while I didn't grow up with New England summers, I instantly felt at home. Nantucket epitomizes life lived in a bygone era, a place where kids have free rein and adults luxuriate in a simpler way of life. *page 88*



Roger Marshall

ON LOCATION:

GUSTAVIA, ST. BARTHS

I sailed my first "big boat"—a 65-foot cruising 12 Metre with a wooden mast, wire sheets, dacron and the new nylon sails—in 1968 around the Isle of Wight. At Les Voiles de St. Barth, I sailed on 115-footers *Sojana* and *Firefly* around the island of St. Barths. Both yachts had carbon spars rigging and sprits, 3DL sails and Dyneema sheets. While materials have changed, the tactics of racing stay the same, go faster than the next guy. *page 107*



David Pelly

ON LOCATION: PENDIK, TURKEY

Unless you have been to Istanbul, it is impossible to visualize this teeming metropolis of 13 million. From the airport it can easily take two hours to reach Pendik on the Asian side, where Proteksan Turquoise has its smart new shipyard, which I visited with the purpose of seeing *Talisman C*. It is an unknown location to our local taxi driver, who zoomed past at F1 speeds. *page 54*



Grace Trofa

ON LOCATION:

NEWPORT, RHODE ISLAND

There's no shortage of earnest yachtsmen in New England, and with the holy temple of yachting, the New York Yacht Club, in my hometown, why not pose the question to some notable club members, "Where do you hide out when you take to the sea?" *page 94*



Peter Boulton

ON LOCATION: ANTIBES, FRANCE

Intense personalization of *Lady Trudy* was—together with the creation of a familial "oasis of tranquility"—the very essence of the owner's objective. The owner also requested for the hull color to match his Audi automobile, which has to be a very personal touch. *page 66*



Raphael Montigneaux

REPORTING FROM: NICE, FRANCE

Collecting information for a mid-year analysis of the Global Order Book is always interesting. In the years since the Great Recession of 2008, we have seen a depletion of the Order Book, but now a stability seems to be established, a good sign. What is encouraging is that some recent new orders approach or exceed 300 feet, and quite a few yards have new flagships under construction. *page 84*

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we glided into the Arctic waters of Provideniya Bay, the first non-Russian vessel to do so in 60 years. A converted army truck carried us inland, where we shared a plate of bread, hot from the oven. And though we hadn't yet sampled the vodka, we were intoxicated.

For while we had begun our journey aboard the yacht as neighbors, we were now more than that. We had created history together.

Three months later, Kate and I stand on our apartment balcony, watching the shoreline get closer, recalling the surprising warmth of the locals, even the soldiers.

And we renew our pledge to never forget that day. But the breeze coming off the water forces our heads back to a more literal warmth, the kind you can only feel south of the equator...



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SILVER SERIES GROWS WITH LATEST—AND LONGEST—LAUNCH

Long, lean, fast and fuel-efficient are the principal characteristics behind the two much-acclaimed 241-foot Silver series motor yachts, *Silver* and *Silver Zwei*, launched by Hanseatic Marine. Building on the same foundations, the West Australian yard launched *Smeralda* in March, the third in its Silver series, and has a near-sister ship under construction.

Smeralda takes the long and lean configuration to a new level, extending the length to 253 feet, but retaining the same 33-foot beam of her sisters. Long waterline length, low drag and light displacement are the main ingredients, and the first two Silvers completed transoceanic passages at average speeds of 20 knots with fuel consumption under 106 gallons per hour. *Smeralda*'s designers are targeting top speeds of close to 30 knots, with similar efficiency and a cruising range of 4,500 nautical miles at 18 knots. Constructed in aluminum with a strict weight budget, she displaces 560 tonnes.

Hanseatic owner Guido Krass, who has built a business empire on eco-technology, set Norwegian designer Espen Øino on the task of designing yachts that could deliver both high performance and fuel efficiency. The Hanseatic yard, established by Krass in 2002, keeps all the principal build specialties in-house—from naval architecture to interior joinery and fit-out—with sophisticated management and three-dimensional modeling

systems to integrate workflow. More than 550,000 man-hours were poured into the construction of *Smeralda*.

Øino's clean styling emphasizes smooth edges and molded curves, which present challenges for an all-aluminum structure and allow no hiding places for inferior workmanship. The interior styling by Andreas Holzburger of Germany's Vain Interiors is contemporary with walnut veneers over aluminum honeycomb cores to keep weight down without sacrificing luxury finishes.

Smeralda was built to 50LA5 safety standards for less than 36 passengers. The main salon opens to an expansive aft-deck dining area with sliding glass panels for all-weather protection. Guests are accommodated in nine en suite cabins on the main and lower decks, while the owner's apartment occupies the entire upper deck. It includes a separate suite, lounge and private aft terrace. www.hanseaticmarine.eu, +61 (0) 8 9437 0570 – IVOR WILKINS

LOA: 252' 7" (77M)
BEAM: 32' 10" (10M)
DRAFT: 8' 6" (2.6M)
DISPLACEMENT: 560 TONNES
POWER: 2 X MTU 16V 4000 M90
SPEED (MAX): 29 KNOTS



ON THE



APP



AEGIR

Watch this carbon 82-foot cruiser-racer transform during the build process, then see her perform to her racing best.

ST. BARTHS BUCKET

Missed the Bucket this year? Catch up on all the big-boat racing action in St. Barths with a compilation video of the entire event.

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HANSEATIC'S BIGGEST SILVER SERIES YACHT, SMERALDA OFFERS A RANGE OF 4,500 NAUTICAL MILES AT A SWIFT 18 KNOTS.





PRINCESS SEA TRIALS NEW 40M

Entering the megayacht market last year with the debut of the first in its M Class, the 105-foot 32M, Princess Yachts now unleashes the 40M. In addition to being the largest Princess yet at 132 feet, she is also the U.K. builder's first tri-deck yacht. Ordered by a European owner who has had several Princess yachts, this first 40M will be based in Europe and also may travel to the U.S. and Caribbean.

Named *Imperial Princess*, the yacht accommodates up to 12 guests in five cabins, which include a full-beam master suite on the main deck, and two VIPs and two twins with Pullmans on the lower deck. She also sleeps up to seven crew. Other layout options are available, including some that offer a gym or theater.

Imperial Princess made her unofficial debut during sea trials off Plymouth, U.K., with protective coverings still wrapping the hull and parts yet to be fitted. Powered by twin 12V MTU diesels, she is estimated to reach a top speed of 22 knots. www.princessyachts-us.com; (877) 846-9874

LOA: 131' 9" (40.2M)
BEAM: 26' 4" (8M)
DRAFT (HALF LOAD): 7' 6" (2.3M)
DISPLACEMENT (LIGHT): 220 TONNES
POWER: 2 X 12V 4000 MTU
SPEED (MAX/CRUISE): 22/18 KNOTS

LOA: 162' (49.5M)
BEAM: 30' 6" (9.3M)
DRAFT: 8' 6" (2.6M)
DISPLACEMENT (LIGHT):
280 TONS
POWER: 2 X 5,300-HP
MTU 20V 4000 M93
SPEED (MAX/CRUISE):
28/25 KNOTS

FRANCE'S LARGEST COMPOSITE YACHT

At 162 feet and constructed in a Kevlar carbon infusion process, the just-launched *La Pellegrina* from Couach is the largest composite yacht ever to be built in France.

Designed by an in-house team, the new 5000 Fly motor yacht was developed from a military patrol boat hull design. Powered by twin 5,300-hp MTUs, her top speed is expected to be 28 knots, and she will be capable of transatlantic range.

Interior design for Couach's new flagship is by Jean Pierre Fantini. www.couach.com; +33 (0) 556 223 550



A NEW TAKE ON AN OLD WORLD DESIGN

Inspired by the romantic image of the Middle Eastern dhow, Netherlands-based Van Geest Design offers up a modern version with its new 196-foot concept. She has the low-slung look of classic dhows, with two deckhouses—the aft one dedicated to owner use—and ample covered outdoor living spaces. Two folding hull panels on either side of the aft cockpit can be lowered to provide an expansive view from this area. A sail plan is being developed with Formula Marine. www.vangeestdesign.com; +31 (0) 20 8452492





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LOA: 139' 5" (42.5)
 BEAM: 52' 6" (16M)
 DRAFT: 5' 3" (1.6M)
 DISPLACEMENT (CRUISING):
 64.8 TONNES
 POWER:
 1 X 1,150-HP CATERPILLAR C18
 SPEED (MAX): 22.5 KNOTS



Adostra's main helm station is at the aft end of the salon. Behind this is the open cockpit and deck running aft to the stowage for a 16-foot tender. A second 10-foot tender is stowed in a garage below the aft deck, which has a door that hinges out to create a bathing platform.

HIGH-TECH TRIMARAN COMES TO LIFE

It's one thing to draw up a high-tech concept, but it's quite another to bring it into fruition. After a four-year build, the designers and builders of 139-foot fuel-efficient trimaran *Adostra* can celebrate the latter.

"She was launched successfully and floated as expected," says Orion Shuttleworth, whose firm, Orion Shuttleworth Design, along with John Shuttleworth Yacht Designs provided the exterior design. "We are pleased to see a boat of such complexity come in on weight." John Shuttleworth Yacht Designs also provided naval architecture and collaborated with Applied Structural Analysis on the structural design, while Jepsen Design styled the interior. McConaghy Boats' Zhuhai facility in China was responsible for the build.

Adostra is the second largest trimaran yacht ever built, coming in after the 200-foot *White Rabbit*, and the fourth largest powered multihull in the world. Designed for Hong Kong owners Anto and Elaine Marden who plan to use her to cruise the Pacific, she progressed from a stripped-out, long-range cruising yacht to one with luxurious accommodations. As the

weight increased, the design changed to compensate.

"It takes the power trimaran concept further than has ever been attempted before," says John Shuttleworth. "The challenge of turning this concept into a viable luxury yacht has taken us to further research and to develop new thinking on stability and comfort at sea for this type of craft."

The yard's proximity to Hong Kong and experience with advanced composite construction made it the ideal choice for this project. *Adostra's* hull is constructed from a glass and Kevlar sandwich using Corecell foam with the superstructure molded from a carbon fiber laminate on a Nomex honeycomb core. All the hull structures were resin infused to ensure high quality and reduce weight, and virtually every part of the yacht is custom built. McConaghy has used its expertise in carbon laminates to create lightweight hatches, portholes and hinges; even toilet bowls are molded in carbon. www.john-shuttleworth.com; +44 (0) 7880 796 862. www.mcconaghyboats.com; +86 756 772 7088

ACE TAKES TO THE WATER

Mid-March sea trials provided an opportunity for Lürssen's 281-foot *Ace* (formerly project *Rocky*) to show off her striking lines. British designer Andrew Winch penned her eye-catching profile with large side arches and balconies set under the yacht's name to port and starboard. The exotic shape is complemented by a cream-colored hull and white superstructure.

Moran Yacht & Ship, the technical owner's rep and broker, supervised *Ace's* construction. Her delivery was scheduled for late spring 2012. www.lurssen.com; +49 (0) 421 6604 166



50

PERCENTAGE OF ADDITIONAL
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Js RACING IN ST. BARTHS



It's an exciting time for one of sailing's most storied classes as a historic number of J-Class vessels took to the race-course and a builder and designer set to work on the largest wooden J-Class yacht yet.

The St. Barths Bucket hosted the first J Class gathering and racing event of 2012, which turned out the most Js racing together in 75 years. Oykstra Naval Architects had designed or redesigned all four of the yachts taking part in the J Class Exhibition Race—*Endeavour*, *Velsheda*, *Ranger* and *Hanuman*, which finished in that order. (For more coverage, see page 107.)

Meanwhile, U.K. builder Spirit Yachts and U.S. designer Sparkman & Stephens are collaborating on what will be the largest wooden J-Class yacht ever built. The 139-foot *Cheveyo* will be based on the *Ranger* 77B, one of the six original designs submitted by William Starling Burgess and Olin Stephens to Harold Vanderbilt, built for the 1937 America's Cup defense. Sparkman & Stephens still holds the copyright to the 77B and is the consultant designer on the project, with classics specialist Spirit Yachts as co-designer and builder.

While Vanderbilt selected the "C" version for the calm conditions of Newport, Rhode Island, today's designers believe the "B" version is a better choice today.

THE J-CLASS JAMS: ST. BARTHS HOSTS RACING FLEET, LARGEST WOODEN J-CLASS YACHT IN BUILD



139' CHEVEYO

"In the areas where the J-Class regattas now tend to take place—off Antigua, the Med and even the Solent—there are much more exposed conditions," says Sean McMillan, director and chief designer at Spirit Yachts. Both the original 1930s tank tests and recent research by both companies showed the *Ranger* B design as best in these circumstances.

"Although the boat is being built in wood, it's not traditional wood construction," says McMillan. "It's not mechanically fastened planks; this is laminate, multi-layer technology. It builds an extremely lightweight, very stiff and strong hull."

On deck, *Cheveyo* will feature the low-profile deckhouse of the original design, high-modulus carbon spars, carbon rigging and state-of-the-art sails. Her 1930s-inspired interior will accommodate 10 guests in five cabins as well as eight crew and will feature modern facilities. The yacht was commissioned by a U.S. syndicate of investors and sailing enthusiasts. She will be registered in the U.S. and carry the sail number J1. www.spirityachts.com; +44 (0) 1473 214 715. www.sparkmanstephens.com; (203) 687-4700

inBRIEF

ITALIAN BUILDER TECNOMAR HAS LAUNCHED 148-FOOT OURANOS, A CUSTOMIZED NADARA 45 AND THE LARGEST SINCE ITS NEW OWNERSHIP.



ALLOY LAUNCHES LARGEST MOTOR YACHT

Previously listed in our Global Order Book as AY43, *Loretta Anne* is the third Alloy for an experienced client and the first they have built from scratch with the New Zealand builder. The aluminum, semi-displacement yacht is Alloy's largest motor yacht to date. This marks the 22nd Dubois design built by Alloy in 21 years, and the fifth successful collaboration between Dubois Naval Architects—providing exterior design and naval architecture—and Donald Starkey—providing interior design.

The 'two-and-a-half' deck layout is similar in concept to the earlier 131-foot *Loretta Anne*, and with the considerable extra length, several features have been incorporated including a main-deck galley and exceptionally spacious accommodations

throughout," says Ed Dubois. "The large covered flybridge with movable windows makes this area weatherproof and adds a complete extra room when compared to most flybridge designs.

Loretta Anne's final destination will be the Florida/Bahamas area where her limited draft will be appreciated. www.alloyyachts.co.nz; +64 (0) 9 838 7350

LDA: 154' (47M)
BEAM (MAX): 3D' 2" (9.2M)
DRAFT: 7' 3" (2.2M)
DISPLACEMENT (LIGHT): 288 TONNES
PDWER: 2 X 1,600-HP CATERPILLAR C32 ACERT D-RATED
SPEED (MAX/CRUISE): 17/14 KNOTS



IAG CONQUERS U.S. MARKET

Chinese builder IAG Yachts is expanding its international reach and customization capabilities as the yard announces the sale of a 135-foot custom yacht to an American client. The yard's first two production yachts, the 127-foot *Primadonna* and the 100-foot *Electra*, went to buyers in Florida and China, respectively.

This custom yacht is for an experienced owner who currently has a 100-footer. IAG reports that the clients will be hands-on in the design process of the RINA-classed *King Baby*, which is being built for charter. The interior will be designed by Italy's R.E.D.S. www.iagyachts.com; (954) 643-6386

WORLD'S LARGEST COMPOSITE YACHT LAUNCHES

When Delta splashed the 164-foot *Arianna* late this spring, she garnered attention as another huge composite yacht to come from her American builder. At 780 gross tons, *Arianna* joins Delta's *Happy Days* as the largest all-composite, full-displacement motor yacht in the world by volume. She offers more than 7,500 square feet of living space, enabled by her roomy beam.

SG Private Wealth Advisors oversaw the design and build process, while Delta Design Group provided engineering and interior

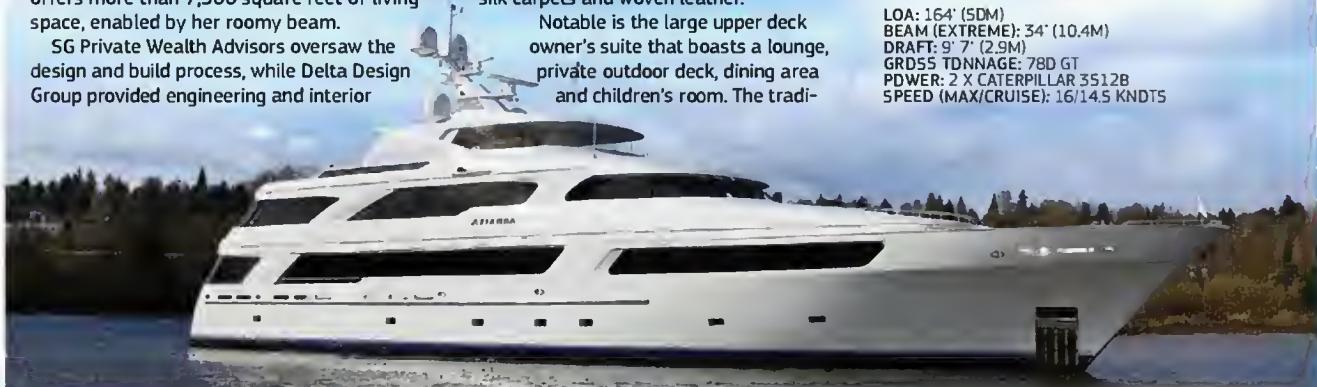
design. The owner's brief called for an elegant yet comfortable Polynesian-inspired interior that's suitable for family living. Tropical hardwoods such as Macassar ebony, wenge and koa are used along with details such as a solid slab dining table with unfinished edges, colorful blown glass lighting fixtures, inlaid silk carpets and woven leather.

Notable is the large upper deck owner's suite that boasts a lounge, private outdoor deck, dining area and children's room. The tradi-

tional owner's area on the main deck incorporates a gym and private office.

Arianna's tender is stowed in a float-in garage while another is on the sun deck. Built for long-distance travel, she has a range of more than 5,000 nautical miles. www.deltamarine.com; (206) 763-2383

LOA: 164' (50M)
BEAM (EXTREME): 34' (10.4M)
DRAFT: 9' 7" (2.9M)
GRDSS TDNNAGE: 78D GT
PDWER: 2 X CATERPILLAR 3512B
SPEED (MAX/CRUISE): 16/14.5 KNOTS



LDA: 147' 8" (45M)
 BEAM: 30' 2" (9.2M)
 DRAFT: 8' 6" (2.6M)
 POWER: 2 X 1,300-HP
 CATERPILLAR 3508 C DITA
 SPEED (MAX/CRUISE):
 16/15 KNOTS



OWNER SLOWS DOWN FOR FOURTH YACHT

The 148-foot *Aslec 4* slipped into the Ligurian Sea in Italy at the Rossi Navi shipyard with a priest's blessing, a champagne christening and a chorus of horns from neighboring boats. Exterior designer Tommaso Spadolini has designed three previous *Aslecs* for the owner, but this steel-and-aluminum successor represents a change in pace.

"One, two and three were fast. Number four is the first displacement boat, which is a very new concept for the owner, but it's the right moment," says Spadolini.

Aslec 4 has a plumb bow, a ship's funnel-style mast and angled bridge windows that give her an aggressive, slightly military look. Intended for private use, she offers a spacious environment for relaxation with family and friends, sleeping 10 in two twin and two double cabins and a master suite.

The owner specified extraordinary views from the flybridge deck. The yacht's practical layout includes a 753-square-foot aft deck, a huge main deck salon for entertaining and a dining area on the upper deck near the galley.

Remi Tessier's interior is modern, but the effect is calming rather than severe. "I wanted to create something very contemporary, very sharp, but warm as well, with unexpected materials," says Tessier. "For example, I treated some surfaces and the ceiling with palladium leaf, so there is sun reflection inside."

Other parts of the ceiling are clad in black mirror "to add perspective," and in contrast, the floor is bleached and sanded wenge. Of particular note is the sweeping, high-gloss stainless steel bar at the aft entrance to the main deck salon. www.rossinavi.it; +39 0584 384 227 – CAROLINE WHITE

CRUISE CONTROL: A NEW WAY TO MONITOR, CONTROL AND MANAGE ALL ELECTRONIC SYSTEMS

A captain will tell you the brain of a yacht is located on the bridge, an engineer will tell you the heart is in the engine room. Without an effective means to communicate information between those points as well as among a growing number of far-flung appendages, a modern superyacht might quickly fall victim to the "Dr. Strangelove Syndrome" where the left hand literally doesn't know what the right hand is doing. Way back in the old days when most people thought "software" meant stuff that wasn't sold in hardware stores, Tom DeMarco, a young electrical engineer and information technologist coined a phrase that has become the foundation of modern information technology: "You can't control what you can't measure."

Award-winning inventor and Iconic Motors founder Claudio R. Ballard has just taken the

ability to integrate power distribution, data collection, information analysis and system control in a single "backbone" from the realm of defense budgets and high-tech warships and placed it in the toolbox of yacht designers.

VEEDIMS, a Fort Lauderdale-based company, is an acronym for Virtual Electrical Electronic Device Interface Management System. Ballard developed VEEDIMS as a means to simplify the process of supplying electrical power to components of his Iconic AC Roadster while at the same time collecting, processing and displaying the data needed by the driver to manage that very high-performance vehicle.

Ballard and his engineers recognized the potential of VEEDIMS to greatly reduce the weight and complexity of conventional wiring harnesses by replacing multiple "home

runs" of copper conductors with a single power cable and an Ethernet "backbone." With VEEDIMS, a boatbuilder cannot only deliver DC power to every component on the vessel but is able to monitor and record the performance of all those components.

The heart of VEEDIMS is the "Vhub," which provides electrical power distribution, circuit protection and data communication via Ethernet to linked "VControl" modules connected in a daisy-chain to individual devices that have been "VEEDIMized" or fitted with a uniquely addressed interface. Each module contains sensors and a web server capable of exporting data about temperature, humidity and vibration in addition to voltage and current. Another module, the "VHistorian," collects and stores all data carried on the VEEDIMS

network in order to provide trend monitoring and remote access by authorized users for diagnostic or maintenance purposes.

The ability to store and analyze vibration information opens a gateway for predictive maintenance that has been previously restricted to specialist contractors. VEEDIMS data can be used to monitor the health of a rotating device's bearings in real time to allow replacement before failure occurs, saving an owner both money and time.

VEEDIMS is currently being installed on a 2012 center console speedboat, and the company is in the process of obtaining classification society approval for use on large yachts. The truly smart yacht may not be too far in our future. www.veedims.com

– RICHARD BOGGS



WorldMags



AMELS AMPS IT UP

Proving that the market is rebounding, Dutch builder Amels reports that it is experiencing its busiest workload ever with 12 new construction projects and two major refits underway. Rob Luijendijk, Amels managing director, attributes the company's success during these challenging times to its Limited Editions semi-custom yacht concept. "It bridges the gap between full-custom and semi-custom building," he says. He notes that while owners seek fully custom for ultimate personalization, there are unknowns in a custom project—reliability, performance, build budget, on time delivery—that are answered by the semi-custom Limited Editions. U.K. designer Tim Heywood designs all exteriors

for this series, while the interiors vary by owner choice.

The builder's most recent launches include its first Limited Editions 180, *Step One*, which has just completed successful sea trials. Amels plans to have this yacht on show in Monaco later this summer.

In addition, Amels' parent company, Damen Shipyards, has two Sea Axe support vessels under construction, and two Sea Axe 164-footers have already been delivered. A 220-foot version Sea Axe will be delivered this summer, possibly ready for an appearance in Monaco, while another 220-footer is under construction. www.amels-holland.com; +31 (0) 118 485 002



FIRST DISPLACEMENT MANGUSTA AIMED AT NEW MARKETS

Overmarine is best known for its fast, open line of Mangusta yachts, but with a top speed of 15 knots, the 148-foot composite displacement Mangusta 148 Oceano signals the yard's move into new territory.

"It is a new option for our customers who want to enjoy the sea with a different approach—less speed and more time on board," says Francesco Frediani,

commercial director of Overmarine. "Also, there are emerging markets where distances to a nice cruising spot are much longer. This makes a displacement yacht with a good range much more suitable." Overmarine used its fast-boat expertise to reduce noise and vibration, as well as improve stability.

The exterior shares the sporty lines of Mangusta Maxi Open

models, also penned by designer Stefano Righini. The 148 features a bulbous bow (another first), large windows and a beach club. The layout and interiors can be completely personalized.

Built on spec, the first hull is 50 percent complete and could be completed in 12 months from the signing of a contract. www.overmarine.com; (954) 801-0080

AMERICAN BUILDERS COLLABORATE ON EXPEDITION CONCEPT

"This will be the first true expedition vessel of this size designed by an American designer and built in the USA by one of the oldest shipyards in the U.S.," says Ron Cleveringa of Burger Boat Company in regards to the announcement that Seaton Yachts and Burger will be working together to develop and market the Seaton Expedition Eighty-Three.

The expedition yacht is designed for transoceanic range and seaworthiness. She will feature an ice class rating of 1D, full walkaround side decks with high bulwarks, watertight exterior doors, heavy-duty windows and automatic tank vent closures. Seaton has other sizes on the drawing boards, up to a 125-footer. www.burgerboat.com; (920) 684-1600. www.seatonyachts.com; (401) 851-2002





CHRISTENSEN SIGNS CONTRACT FOR FIRST 43M CUSTOM

Promising the same luxury as its 50M Custom Series in a smaller package, U.S. builder Christensen has inked a deal for its first-ever 43M. Tom George of the Tom George Yacht Group brokered this deal for an American owner who is stepping up from a 112-footer to buy his first Christensen. After consulting with Patton Marine Surveyors and current Christensen owners, the buyers decided on a brief that calls for an elevator accessing all five decks, a touch-and-go helipad and five cabins while remaining well below 500 GRT (at 480 GRT) and manageable by six to seven crew.

Built in composite with a nearly 30-foot beam, she will offer a good deal of volume for her 142-foot length. She will feature 4,250 square feet of interior living space with accommoda-

tions for 12. The 3,753-square foot exterior space will include a spacious sun deck with a full-height bar, Jacuzzi; dayhead and lounging areas, while the bridge deck aft will have a large table for al fresco dining.

The exterior styling will show a strong family resemblance to the larger Custom Series with raised forward bulwarks, graceful sheer and vertical pilothouse windows. Twin MTU 12V 4000 engines will deliver a top speed of 16 knots and a range of more than 3,500 nautical miles. She is scheduled for a summer 2014 delivery. Christensen also has contracts for two 164-foot Custom Series, a 160-foot Custom Series and three Ocean Alexander 120s, the first of which is on track to attend October's Fort Lauderdale boat show. www.christensenyachts.com; (954) 766-8888



BRAZILIAN BUILDER LAUNCHES 120-FOOT EXPLORER YACHT

After touring a 95-foot Inace, an experienced owner was inspired to draft his own 100-foot-plus explorer yacht. "He was looking for a yacht that he and his family could travel on extensively, could carry large tenders and lots of toys, [and] had low upkeep and operating costs," says John DeCaro of All Ocean Yachts, Inace's U.S. representative. With a general idea

in mind, he went to Miami-based designer Luiz de Basto, who the owner knew well, to refine the vessel.

"In truth, we did not refine it, Luiz recreated it, producing a completely different custom vessel with all the features the owner, Inace and myself felt were of key importance," DeCaro says. "To accomplish this, the boat grew to one hundred-twenty feet. Luiz designed an elegant explorer with a five guest-stateroom layout and all the features needed for world cruising."

DeCaro says the yacht, named *Far Far Away*, has a more modern interior style and refined layout than previous cab-aft style Inaces, contrasting her rugged exterior. It allows total separation and easy service between guest and crew areas. The steel-and-aluminum yacht boasts a full-beam owners' stateroom, a private and amenity-packed flybridge and

space to carry two 21-foot tenders and three WaveRunners. Her 6,000-nautical-mile range makes her a true explorer.

Luiz de Basto notes he designed *Far Far Away* and a similar 126-footer due for summer delivery, after finishing two explorers for Newcastle Shipyards, "so I was able to refine the explorer concept," he says. "Besides that, the owner saw another boat I had done and liked the interior, so we used it as a starting point, focusing on two types of wood, dark imbuia, native to Brazil, and anigre."

Also underway at Inace is a 135-footer for a repeat client whose first was a 95. www.buyexploreryachts.com; (954) 671-0107; www.luizdebasto.com; (305) 373-1500

LOA: 120' (36.6M)
BEAM: 26' (7.9M)
DRAFT: 7' 6" (2.3M)
POWER: 2 X CATERPILLAR C18
SPEED (MAX/CRUISE): 13.5/11 KNOTS

THE RON HOLLAND 247-FOOT SAILING YACHT MIRABELLA V HAS CHANGED NAMES TO M5 AND CHECKED IN FOR A REFIT AT UK'S PENDENNIS PLUS.



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what's HOT now

New gear, gadgets and luxury items for the yacht and yachtsman

LUXURY AT 300 FEET UNDER

Originally commissioned for the Royal Italian Navy, Officine Panerai watches had to be able to withstand the elements while being fit to represent Italy. Keeping in this tradition, today's Panerai time-pieces are more than a pretty face—the latest collection offers water resistance up to 10 bars (more than 300 feet).

At the 2012 Salon International de la Haute Horlogerie watch show, Panerai debuted its new collection that uses stainless steel, red gold and ceramic—said to be up to five times harder than stainless steel.

The new Luminor 1950 3 Days GMT Automatic Ceramic 44mm is striking with a black ceramic bezel, smoked see-through sapphire crystal backing, 2.3mm anti-reflective crystal front, black dial with luminous numerals and a 44mm diameter black ceramic case.

Panera's trademarked lever, also in black ceramic, protects the crown to ensure water resistance. The personalized, interchangeable leather strap is stylish with its large, titanium buckle. \$12,800. www.poneroi.com



SWIM TO THE BEAT

Now you literally can take your music anywhere. Waterproof to 100 feet, the DryCASE is flexible and transparent, allowing full touchscreen functionality, including photography functions. Whether it's your iPhone, iPad, MP3 player, BlackBerry or camera, DryCASE uses simple vacuum-seal technology to keep the portable device dry and clean. Simply insert the device into the plastic pocket, position the product where you want it, snap it shut, and the vacuum air pump will remove the air.

Each case comes with a buoyant armband and waterproof, three-way headphone and microphone jack...for those important calls you just have to make while out paddleboarding. Waterproof headphones, earbuds and a sports belt are also available. The DryCASE is priced at \$39.99 for the phone size, \$59.99 for the iPad size and \$29.99 for the headphones. www.drycase.com

- STEVE DAVIS

inSIGHT

MEGAYACHT MEGA LIGHT

Bigger isn't always better, unless you're looking for big and bright underwater lighting. Aqualuma Marine Lighting has introduced its biggest and brightest underwater light yet, the Gen 3, 12 Series. The light produces a deeply penetrating and wide, flat beam from a single unit.

The light is encased in Aqualuma's 6 Series housing, allowing 6 Series light owners the ability to upgrade to the 12 Series from inside the boat without a haul out. A two-wire process makes installation easy, and only a three-inch thru-hull is needed. It's also internally serviceable and upgradable.

The 12 Series operates on 12 or 24V DC power. The Gen 3, 12 Series is available in Brilliant White, Ultra Blue and Ultra Green. Priced at \$1,473 per light. www.aqualuma.com



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While cruising in a remote area, it will be comforting to know your onboard amenities include a fully equipped medical and surgical pack that can put you in touch with a medical professional from anywhere on the planet. The Hall MEDpac is linked via GPS locator and Iridium satellite phone to a 24/7 medical clinic and has all the tools and supplies needed to respond to an emergency, from a heart attack kit to an OB/GYN infant delivery kit.

The kits come in two sizes—the Junior for \$3,500 and the more extensive Senior for \$9,500 (including defibrillator, satellite phone activation and drug maintenance). Both include four to six hours of training and can be customized. www.hallmedpac.com

- STEVE OAVIS



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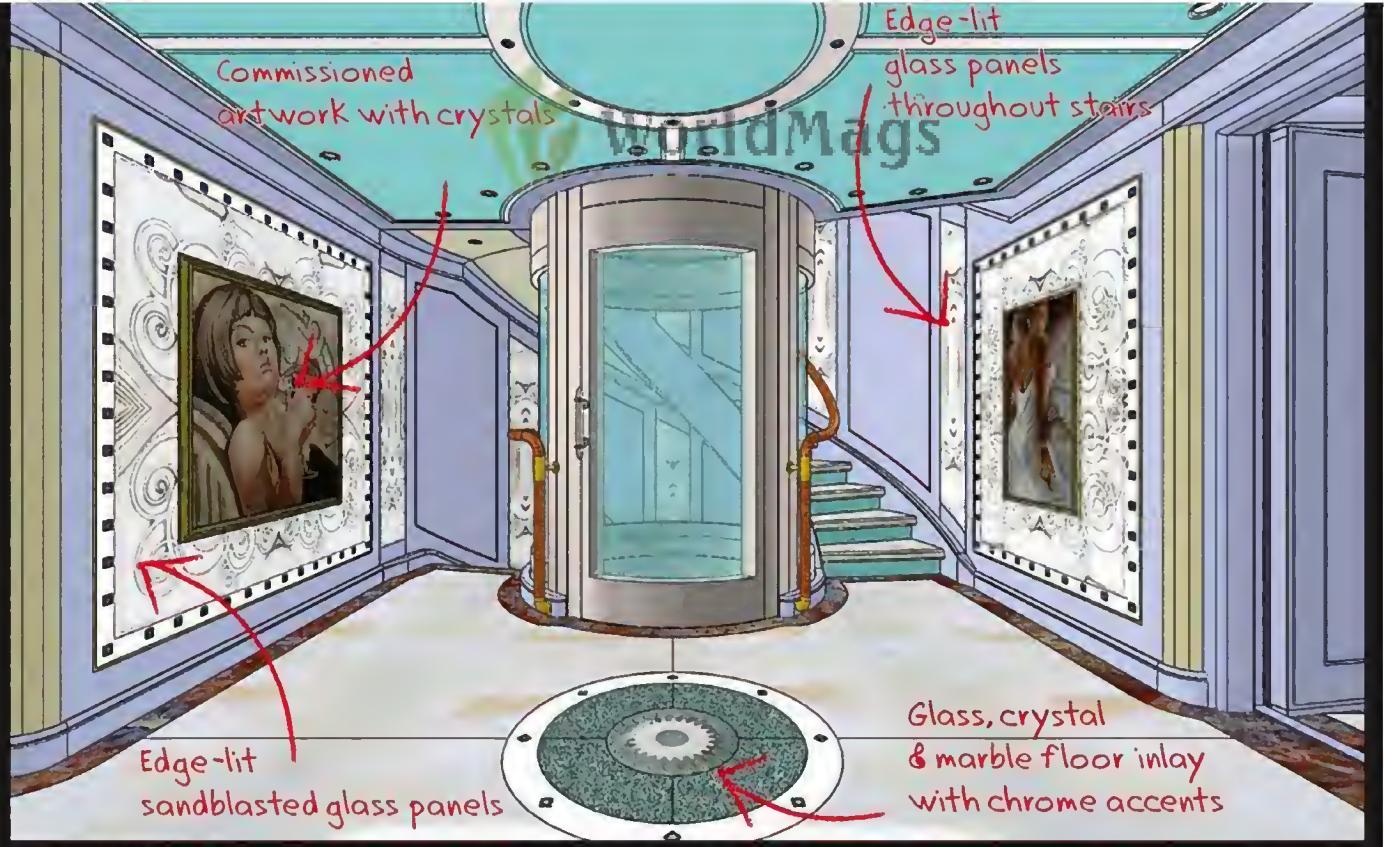
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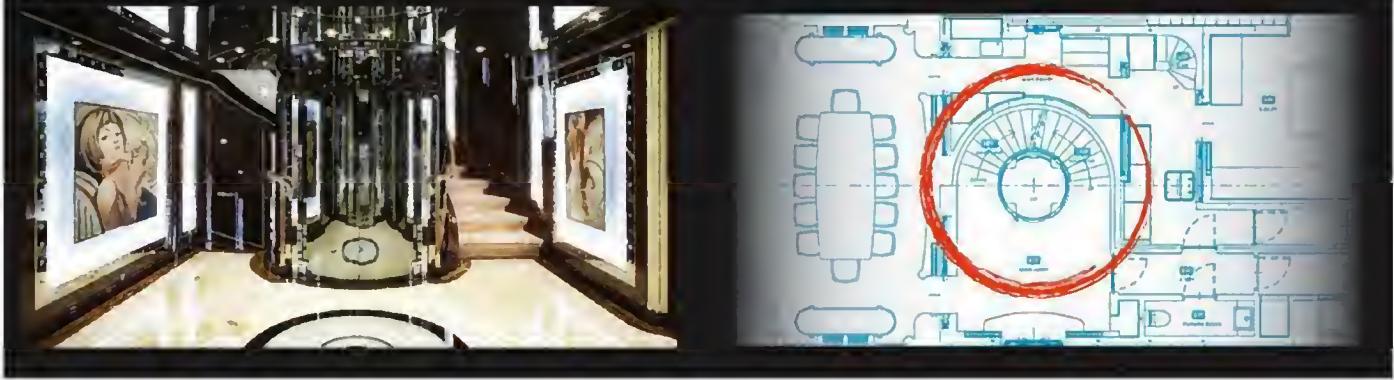
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WELCOMING CEREMONIES

Designing entrance foyers and aft decks to make the right statement

TEXT BY LOUIS POSTEL

WHILE A YACHT CAN'T TALK, a top designer can teach her to sing like a diva. Evan K. Marshall's *Diamonds Are Forever*, Donald Starkey's *Trident* and Patrick Knowles' *Mi Sueño*—to take three examples—salute in high operatic style as spectators observe them from the distant shore. Each megayacht strives to stir passion in her admirers—not with words, but in the uniqueness and grandeur of her design.

Nowhere is this expression more important than the entrances where owners welcome their guests on board. It is here that the ceremony takes place that often sets the tone for the entire cruise. As inquisitive crowds throng the docks, the message of luxury and pleasure awaiting invited guests must be made discreetly, but made nevertheless. Designing sensitive spaces is a true test of a designer's skill. After all, there are few props on these aft decks and starboard foyers to work with. The welcoming "aria" must

these pages
 Evan K. Marshall's design for *Diamonds Are Forever*'s foyer (opposite page) echoes the Benetti's glamorous theme. Patrick Knowles brings all elements of the ISA 63m together in this whimsical tropical foyer (below), while Donald Starkey challenges thematic styling, giving *Trident* a striking centerpiece of mirrors surrounding the elevator shaft, creating the illusion of a single stone wall running through all decks (right).



be sung architecturally, free of obstructions and furnishings that might get in the way of moving in or out, up or down.

"People say they can always recognize my work, but I am not sure how," says Donald Starkey from his office in Dubai. "I try not to repeat what I do. It's too easy to make everything look the same. That's why I am disappointed when I see foyers and aft decks on so many large yachts where all the yacht's themes come together. As a designer, I see space having its own function. It's not incumbent on me to be pulling all the details together. Is that really so important? The main thing is for people to enjoy themselves, have some theater, for them to say, 'Wow, I have never seen that before!'"

The foyer on the 214-foot *Leadship Trident* is a wow-worthy staging of mirrors if not smoke. To make the foyer feel bigger, Starkey designed a series of magical reflections surrounding the stairwell, a gambit that works in the foyer but would be too high

"The main thing is for people to enjoy themselves, have some theater, for them to say, 'Wow, I have never seen that before!'"
 — DONALD STARKEY, DESIGNER

energy, say, in a master suite.

Where the staircase meets the elevator shaft, Starkey created a gap. Inside the gap, he installed a lighting feature directed at the mirror-like stainless steel rails and plates along the walls. The ceiling, too, is adorned with this same steel plate. The effect is magical. Starkey explains that when a mirror runs into a plane such as a ceiling or wall at a ninety-degree angle it creates an illusion of infinitely extending space. Little wonder *Trident*'s guests feel beamed up as soon as they step on board. The illusion is glamorous—but not funhouse glitz. To balance out the brilliance, Starkey purposefully left the marble walls and floors unpolished. "It's a real conversation starter," says Starkey, "whenever guests reach out to touch the marble. They wonder whether it is wood or stone; indeed, it's hard to tell."

In contrast to Starkey, Patrick Knowles sees the yacht foyer as



MI SUEÑO



MI SUEÑO

Left
Recognizing that the aft deck is taking center stage as the main entry, Patrick Knowles designed *Mi Sueño's* aft salon as a wine cellar, tasting room and receiving area, complete with cigar humidor (left), while the foyer (right) is simple in design but extravagant in materials.

a hub for the main deck where all the various design elements are meant to come together. "At the same time, the foyer should have a perspective of its own," says Knowles. "It's got to captivate its audience and give them pleasure, but should not be such a crown jewel it feels trapped in the space."

That trapped feeling can happen easily because foyers themselves are evolving in how they're used. Where Knowles is based in Fort Lauderdale, and in other American ports, yachts are still often docked side-to, but in Europe where "they don't have that kind of real estate" they dock stern-to, and in so doing aft decks are taking precedence over the starboard-side foyers as entrances. Foyers, which Knowles finds are becoming more or less "obligatory," are now more about defining the main deck space. "It has become a crossroads," he says. "People have to pass through easily. The only two real design opportunities are the floor and bulkhead designs."

Knowles' foyer for the 190-foot Trinity *Mi Sueño* is consequently all about realizing those opportunities through architecture. Other than a Daum crystal vase atop a lone console, it is the luxuriousness of the materials that causes this area to sing: antique gold inlays set in foliated Kozmus granite on the floor, mahogany on the walls and overhead with dark wenge inlays, cabinetry in maple burl, a bone inlay mirror and stair rails in satin nickel making for elegant ascents and descents.

The ceremony of welcoming guests on board takes place primarily on *Mi Sueño's* celebrated aft deck, however. Boarding this floating lady, guests are received by a matching pair of wine cellars (and humidor cabinets) in distressed wormwood flanking the bulkheads. A silver leaf finish on the overhead disperses moonbeams on the tree trunk side tables and wenge wood benches below. Breezy sheers separate the aft entry from the salon and dining area—drawing apart with the touch of a button.

Knowles' design for the foyer on the ISA 63m is in sharp contrast to *Mi Sueño's*, though it, too, is sparse on furnishings. Ebullient and fantastical where *Mi Sueño* is rather dignified and reserved, the ISA's foyer ties all the various design elements of the vessel together. Greeting visitors are straight rows of oak planking whose rigid order is soon thwarted by large, cream-colored epoxy

petals. They, in turn, bring visitors to a sunlit jungle in the stairwell—rather, a very lifelike canvas mural of a jungle. The uncanny illusion shares the stairwell with a three-story tropically themed, cylindrical light fixture connecting the decks above and below.

No less than four divas welcome guests in the foyer of the 200-foot Benetti *Diamonds Are Forever*. Here, guests will encounter two original Erté sculptures posing on mirrored sconces while two more Art Deco divas captured on canvas grace the bulkheads where they are set in diamond-themed, carved glass panels. Low-energy LED edge lighting turns the entire scene into a seaborn jewel box.

"The paintings were commissioned right from the beginning, which is unusual," recalls designer Evan K. Marshall, based in the U.K. More often than not, art is an afterthought, a matter of finding some paintings at the end of a project and mounting them on some empty bulkheads. However, if one thinks of a classic design like the cruise ship *SS Normandie* (which Marshall often does) there's not much room in that design for winging it. "Almost everything was made to order, totally bespoke," says Marshall.

The marble floor itself is quite a marvel of bespoke—or lucky break depending on how you look at it. "We went to block wholesalers in Tuscany and chose one based on the samples we saw. They don't sell pieces, only blocks. For our sixty thousand euros we were taking quite a risk. Fortunately, experts at our yard knew what they were doing. Even before the final cuts were made, they were wiping the dust off with a rag to check for imperfections. There were none," says Marshall.

Why gamble on a block of marble for a foyer? For an answer, let's return to our premise—how leading designers can teach a yacht to sing her uniqueness through design. In that sense, seemingly minor details such as a wide expanse of seamless marble floor in the foyers make for beautiful music. With a medallion set in the middle like an island, that brilliant surface somehow evokes the limitlessness of the oceans, the placidity of coves and the barefooted luxury waiting within. Although designers have few props to play in megayacht entrances, and crowds of onlookers increasingly crowd the docks, the ceremony of welcome remains calm—and private. ■

ENJOY YOUR DREAM.



A large luxury yacht, the Azimut Leonardo, is shown from a high-angle perspective sailing across a dark blue ocean. In the background, a rocky island with dense green and orange foliage is visible under a clear sky. The yacht has a white superstructure with multiple decks and a dark hull with a distinctive white and blue patterned stripe along its side.

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MONTE CARLO YACHTS

76

Lounging on the foredeck of this latest project from Monte Carlo Yachts, you might guess you were on a 100-foot yacht. The large dual settees, teak decking, pop-up LED lights and dedicated stereo would support this, as would the king-of-the-world feeling that's enjoyed from this prime viewing spot on the high bow. You would, however, be wrong.

This megayacht-like deck area is just one example of the intelligent space planning on this 76-footer, which shows why the cliché "mini megayacht" was coined in the first place. Add in an extensive list of "options as standards," customizable hull color and seaworthy exterior styling, and the MCY 76 stands out from the average small megayacht. And that's exactly what Monte Carlo Yachts was striving for when it looked to conquer the admittedly over-saturated fast cruising yacht market.

DESIGNED BY NUVOLARI-LENARD,
BACKED BY BENETEAU AND
AMERICANIZED FOR BROADER
APPEAL, THE MCY 76 JOINS—AND
AIMS TO TAKE OVER—THE FAST
CRUISING YACHT MARKET.

TEXT BY RISA MERL



The MCY 76 is the flagship of this new brand, created by a team of Italians experienced in yachtbuilding and financially backed by the Beneteau Group, France's proven production-yacht builder. Motivated by the desire to build a better mousetrap, the team secured the services of Italian design duo Nuvolari-Lenard to bring its vision to life.

"Both we the designers and the company were convinced the market was looking for something different," says Carlo Nuvolari. "Apart from the American sportfish, yachts with a flybridge more or less look the same. The inspiration comes from the automotive industry; there is an idea that the boat must be streamlined and give those emotions you receive when looking at a sports car. Monte Carlo Yachts said, 'No, we want to do a real boat.' [The MCY 76] has the typical features of seaworthiness—a



powerful bow, high topsides. She's still streamlined and not at all bulky, but it doesn't look like a car. We were inspired to go back to a real yacht."

In addition to designing the MCY 76 and its kid sister, the MCY 65, Nuvolari-Lenard helped Americanize the first Monte Carlo to come stateside. This 76 shows off the completely customizable DuPont paint with a striking eggplant hull color that U.S. representatives Denison Yacht Sales say was chosen specifically because it's hard not to look at. "It's a tintable paint, so we can match it to anything the customer wants," says Justin Onofrietti, Denison's Monte Carlo Yachts brand manager. "There was a 76 customer whose wife came in with her Gucci bag...that's the color she wanted."

To ready the 76 for a U.S. audience, the galley was brought up to the main deck, into the action. It offers plentiful counter space and direct access to the aft deck through a three-pane-accordion-style glass door that can be used as a single doorway or slide open completely. The main deck encourages indoor-outdoor living, even more pronounced by a seamless, one-level aft deck and salon floor. "You usually have to step up to get inside," says Nuvolari. A cleverly designed drain box, which prevents water from splashing inside, negates the extra step. The salon is expansive, with the bridge perched high and out of the way forward.

Inside and out, the layout takes full advantage of the space allotted. "It doesn't look it, but the boat has a very long superstructure," Nuvolari says, which allows for a spacious flybridge with plentiful seating, a barbecue, a refrigerator and mini teak tables, concealing steel posts for positioning a larger dining table. The builder and Denison pride themselves on offering a long list of typical options as standard, from teak decks and 15-inch touchscreen displays, to the bow thruster and the programmable Humphree Interceptor trim tabs and the hydraulic swim platform.

Below, the master is large for its class, enhanced by the placement of the bed at an angle. The suite enjoys a walk-in closet, a couch and integrated en suite. The space is complemented by distinctive circular ports letting in natural light. Two twin-berth staterooms and a forward VIP round out the accommodations for eight.

The yacht's interior is a study in understated elegance highlighted with striking and tactile accents. The designers aimed for a natural look executed in high-end materials that would benefit from the light streaming in from the large windows. Unfinished wood—pickled teak furniture, scratched teak on the floors—is used extensively along with Italian leather, and stone was chosen in lieu of marble. "No shiny paint, no oily surfaces—natural, nothing artificial," Nuvolari says.

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From the expansive flybridge to the spacious master, the MCY 76 is chock-full of big boat features. She also shows off a variety of clever design solutions, such as the couch that moves to reveal the entrance to the crew space belowdecks (left).



"She's streamlined and not at all bulky, but it doesn't look like a car. We were inspired to go back to a real yacht."

— CARLO NUVOLOARI, DESIGNER

An innovative design solution is the couch opposite the galley that hides a Batman lair-like passageway to the crew quarters below. With a push of the button, the couch slides forward, revealing a staircase. It's undeniably ingenious, but one does wonder about the logistics if someone is sitting on the couch, which is fronted by a table, when a crewmember needs to come upstairs, although the crew quarters does have a second egress. In the future, this space is planned with a removable table so there will be more room when the table isn't in use.

Bringing the galley up in the American version left a wealth of space below, which the builder had no trouble filling with an extra refrigerator and freezer, a separate washer and dryer and storage for provisions and spare parts.

With a planing hull, 15-degree deadrise, deep-V and flared bow, the MCY 76 lives up to her seaworthy looks. "Normally sport yachts have no flared bow," Nuvolari says. "This keeps her absolutely dry." She's constructed in vinylester resin with the hull reinforced in Kevlar lamination. Monte Carlo Yachts keeps the build time down to four to six months through a modular construction process where the hull and interior are constructed separately and a crane lowers the interior into the hull with less than a centimeter of play. "This allows the guys to work in a more ergonomic environment and allows more efficiency," says Onofrietti.

Nuvolari credits Monte Carlo Yachts' winning blend of Italian creativity and French administration with pulling off this new brand. "It's an exciting experience because from one side, it's all Italian—from style and our high standards. But the Italians are not famous for organization and scheduling, and with this you can see the big company who is behind Monte Carlo Yachts, the Beneteau Group—the French don't leave anything to the imagination in terms of organization. In the engineering phase, everything is designed in 3D, you can see the boat down to the screws; you can see everything before installing the boat. It's a great improvement in building a yacht this size. They do production boats very quickly and efficiently. It was very interesting to work with them," he says.

The next American-style 76 and a 65-footer will be on display at the Fort Lauderdale show this fall, while the team in Italy is busy thinking of the future, sketching up an 86 European version that it plans to launch in 2013.

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Aegir

AFTER A FUTILE SEARCH FOR A CRUISER THAT COULD CONVERT INTO A RACER, BRIAN BENJAMIN TOOK THE LEAD IN BUILDING HIS DREAM, SIMULTANEOUSLY LAUNCHING A NEW LINE OF U.S.-BUILT CRUISING YACHTS SET TO CHALLENGE THE WORLD'S FASTEST RACERS.

TEXT BY ANDREW BLATTER

PHOTOGRAPHY BY BILLY BLACK

A sailboat with a white sail featuring the letters "GBR" and "22N" is shown sailing on a dark blue sea under a clear sky. The boat's hull is a light color, and it is creating white foam as it moves through the water.

GBR
22N

*"I've spent many years sailing aboard high-profile super-yachts—including cutting-edge race boats, traditional and modern classics and stylish cruisers—but the feelings I experienced sailing aboard *Aegir* were most definitely unique," says Brian Benjamin, soon after the launch of his 82-foot carbon racing cruiser last year.*

A year later he is even more enthused. "It's been fantastic," he says of the last year on his yacht. At the Maxi Yacht Rolex Cup in Sardinia last September, *Aegir* took line honors in every race in the racing/cruising division but came in second on corrected time by a mere 2.3 seconds.

She has "hit the nail on the head" for this British entrepreneur, who desired a stylish cruiser that would be suitable for transoceanic passages as well as relaxed cruising. Further to which—with just a few days' work—he wanted to be able to transform the cruiser into a highly competitive racer, speedy enough to take part in any of the international regattas.

With this in mind, Benjamin turned to Rogers Yacht Design for naval architecture and design and a yard in Bristol, Rhode Island, for the build. But when his chosen shipyard went bankrupt he faced three choices: move the build to New Zealand, move it to Italy or finish the yacht himself. He chose the latter and formed Carbon

Ocean Yachts with co-founders Britt Colombo and Toby Mueller. *Aegir* was finished at the new company's facility in Bristol, but thanks to a recent partnership, future Carbon Ocean Yachts will be built at the new Front Street Shipyard in Belfast, Maine.

On approaching *Aegir*, you are first taken by the beautiful simplicity of the silver hull and rig, enhanced by the sanded teak deck with silver caulking. With the sail halyards and lines running belowdeck, feeding directly into the four winches—two of which are hidden away under easy-access flush deck lockers—there is a really clean feel to the deck.

Constructed of pre-preg carbon, the yacht is geared up for easy conversion from cruising to racing, losing an amazing seven of her 44 tons for racing; 14 tons of which are loaded into the lead bulb at the base of her keel. In cruising mode, a Hall Spars carbon rig with a large boom is used with Sanders sails and a Reckmann furler. The cockpit features a varnished table that can be extended for al fresco dining. In racing mode, the table can be removed and the

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In cruising mode, the cockpit's table can be extended to accommodate diners (bottom right). In racing mode, *Aegir* loses seven tons as the table is removed and she's fitted with a lighter boom and a slim bowsprit.

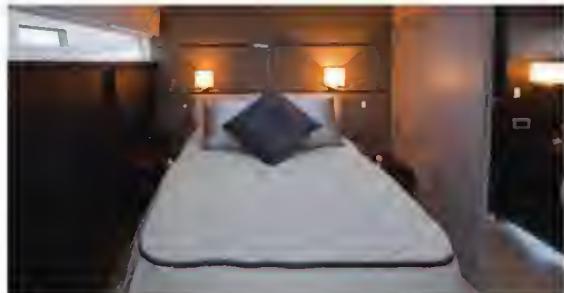


PHOTO COURTESY OF ROLEXCARLO BIRLEIGH (TOP RIGHT)

While helming her in cruising mode, I cannot confirm highly enough the pure enjoyment factor that saw me with a fixed smile as we sailed at 16 knots in just 18 knots of breeze.

sails exchanged for North Sails, a lighter boom and a slim bowsprit.

The two carbon helms are positioned to port and starboard, from which the helmsman has easy access to all navigation instruments and hydraulic controls; and, as I experienced myself, one can happily be helming as the sole person on deck, in full control of the yacht. Hydraulic dump buttons for the vang are also close at hand in case of an emergency. The helmsman also enjoys the benefit of foot chocks below each helmstation to provide personal stability when heeled over; and for crew safety, there are Spectra lifelines running around the yacht.

Back at the stern there is fully open deck access to the lazarette via hydraulic "bomb bay" doors, through which the tender—a 10-foot, eight-inch Williams that can achieve speeds of 47 knots—can be hoisted in just four minutes. The extensive lazarette provides good general storage, including housing two mountain bikes. The bathing platform gives easy access to and from the tender.

Belowdecks, guests enter the comfortable salon by East Coast Interiors that features attractive paneling and floorboards and modern furniture. The salon has plenty of natural light that streams in through large skylights and a flexible table that can be expanded for dining large parties or minimized to make a coffee table. The flat-screen television can be concealed inside a cabinet or raised and rotated electronically for guests on the sofa. The salon also houses the Spectra watermaker, which produces 18.5 gallons of freshwater per hour.

The galley is situated to starboard and aft of the main salon, and while not the largest galley, it is certainly well designed, incorpo-

rating all the necessities. Just forward of the galley is the captain's desk alongside a well-organized electronics locker that has a large range of items including charting systems, cells for measuring loads and monitoring systems.

Moving forward from the main salon, a passageway provides access to the two double guest cabins. The builders inserted one-inch rubber soundproofing into all the panels, which gives guests a feeling of privacy in their cabins. Forward of the salon is the main double cabin, with Solimar blinds on the hatches and useful storage cupboards plus an en suite. By removing the two large partitions on either side of the door, the suite is expanded and incorporates the entrance passageway—a useful trick for when the yacht has a smaller number of guests aboard and the cabin forward is not needed. The base of the sofa running along the starboard side of the yacht can be extended to make it part of the newly enlarged cabin. The flat-screen television, concealed in a cabinet, can be rotated to provide viewing for those in bed or those seated on the sofa in the passageway.

Up in the bow is the second double cabin with an en suite bath and flat-screen television, decorated in the same neutral tones as the master. This suite also has a large deck hatch, which has an attachable sail bag for use when downloading the staysail in a race.

Aft is another twin cabin and a crew cabin sleeping three from which crew can enter both the engine room and the lazarette. The engine room has removable side panels, allowing crew good access to all the equipment.

After kicking off the 2012 racing season at PalmaVela, Benjamin plans to take part in the Loro Piana Superyacht Regatta in June and return to the Maxi Yacht Rolex Cup this year, where he intends on getting his 2.3 seconds back. Considering this modern yacht's transforming powers into a serious racer, I have no doubt he will.

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below
Modern, bright and uncluttered, Aegir's interior is lightweight yet strong, thanks to the Nomex-aluminum honeycomb construction.

Specifications:
LOA: 82' 4" (25.1m)
BEAM: 18' 10" (5.7m)
DRAFT: 14' 9" (4.5m)
DISPLACEMENT (RACING/CRUISING): 37/44 tons
POWER: 1 x 180-hp Yanmar 48Y2
RIGGING: Carbon ECG
DOWNWIND SAIL AREA (RACING/CRUISING): 9,095/6,996 sq ft
CONSTRUCTION: Pre-preg carbon
CLASSIFICATION: RINA
NAVAL ARCHITECTURE/DESIGN: Rogers Yacht Design
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The iPad screen displays the cover of ShowBoats International magazine. The cover features a large, modern yacht named "MOCEAN" sailing on dark water. The title "ShowBoats INTERNATIONAL" is prominently displayed at the top. Below the title, there is a sub-headline "STATE OF THE INDUSTRY GOB MID-TERM ANALYSIS". The main headline "ShowBoats" is written in large, gold-colored letters. A sub-headline "Innovative solar power Arcadia Yachts 115" is visible near the bottom left of the cover. The iPhone on the left shows a mobile version of the magazine's website with sections for "M Ocean", "Tallman C", "Monte Carlo Yachts", and "An Island World". The iPhone on the right shows a video player interface with a thumbnail image of sailboats.

9:11 AM

STATE OF THE INDUSTRY
GOB MID-TERM ANALYSIS

ShowBoats INTERNATIONAL

MOCEAN

Innovative solar power
Arcadia Yachts 115

UNCROWDED COVES
NEW ENGLAND CRUISING AT ITS BEST

231-FOOT CALISMAN C
140-FOOT LADY TRUDY
plus
RADICAL ENGINE ROOM CHANGES AHEAD



WorldMags



MOCEAN

Which is the best place *an board*, whether cruising on open water or anchored in a secluded bay? Is the best location found indoors, in air-conditioned comfort, surrounded by pleasant furnishings, or is it outside, caressed by the fresh and scented air of a luxuriant pinewoods? This was the fundamental question addressed by start-up builder Arcadia Yachts in its concept for the "Made in Naples" range. Anyone familiar with Italy's Gulf of Naples and its fantastic islands of Ischia, Procida and Capri can guess how Arcadia's designers might have leaned. In the Mediterranean, particularly in Italy, air conditioning is much less favored over nature, predominating and overwhelming,

capturing your senses and attracting your expectations.

With this in mind, and with a keen awareness of environmental responsibility and rising fuel costs, combined with a healthy dose of innovation, Arcadia Yachts developed a progressive 85-foot model that debuted at Boot Düsseldorf in 2010, where she collected a general thumbs-up and started the show by selling the first hull in less than an hour.

How could an industry newcomer like Arcadia Yachts be so convincing with its first endeavor? Although the company name is new, the team is composed of old pros with decades of experience in the yacht building industry, showing that innovation is



EMPHASIZING OPENNESS WITH THE SEA AND THE SURROUNDING LANDSCAPE IS THE ETHOS BEHIND ARCADIA YACHTS' "MADE IN NAPLES" RANGE. THE LATEST AND LARGEST BUILD, M OCEAN, EMBODIES THIS CORE PRINCIPLE.

TEXT BY ROBERTO FRANZONI

PHOTOGRAPHY BY ANDREA MUSCATELLO

just an evolution of tradition and experience. Designer and naval architect Francesco Guida and production manager Salvatore d'Ambrosi spent decades at Sanlorenzo Yachts. Maurizio Baldoni, sales and marketing director, has sold hundreds of boats in his 40-year career as a manager of top shipyards. Arcadia's CEO, main investor and visionary is Ugo Pellegrino, a member of an industrialist family that produces large household goods. It was Guida's creativity combined with the joint knowledge of the Arcadia team that led to the development of that first 85-footer, which was followed by five sisterships in two years.

The shipyard and Guida focused first on identifying a strong,

reliable, time-tested semi-displacement hull design that would yield both speed and low fuel consumption. They selected the NPL series of hulls developed in 1976 by D. Bailey of the British Royal Institution of Naval Architects and used for fast, heavy-duty patrol boats. Like a modern high-speed displacement vessel hull, it features a round bilge, a transom stern and bow sections that are flared near the waterline.

Guida and the shipyard team adapted this hull family for the Arcadia project, and atop it they designed a superstructure that addresses the fundamental interior versus exterior question and embodies the spirit of the yacht: a clever blend

of innovation in terms of shape, styling, technology, quality of life on board and ease of management and handling.

Opting against the flybridge's towering appearance, the team instead focused on a design that featured plenty of large windows and doors that could open to seamlessly blend the interior with the exterior. With this indoor/outdoor space, guests are protected by a covered roof but can breathe fresh air and even switch off the air conditioning altogether. With the related generator turned off, the boat becomes silent and vibration free, allowing guests to enjoy a swim without the byproducts of generator exhaust.

Switching off the generators might be okay for the air conditioning, but the refrigeration system, of course, must run 24/7. From the brilliant designer minds came another distinctive character of the project: solar panels that cover a large part of the superstructure, which, without a flybridge, offers a large surface to gather the sun's energy. However, the panels couldn't simply be placed atop a fiberglass roof; they needed to be integrated within the superstructure itself.

Research and engineering led to an efficient and practical solution: a two-layer glass sandwich comprising transparent glass on the outside, a layer of krypton gas, a panel of photovoltaic cells and tinted glass facing the interior. Krypton is a colorless, odorless, tasteless noble gas that occurs in trace amounts in the atmosphere and is isolated by fractionally distilling liquefied air. It has nothing to do with Superman's planet nor with his *bete noire*, kryptonite, rather it is used in fluorescent lamps and for multilayer insulating glass instead of dehydrated air, which yields a much higher performance in term of ΔT (temperature change). In application, the multilayer glass panel can mitigate the dramatic difference between the outside surface and the inside surface temperature, which can span more than 18°C (65°F).

With such a feature there is no interior greenhouse effect, and the interior is lit by soft, natural light from sunrise to sunset. The photovoltaic panels can output 4.5 to six kilowatts, depending on atmospheric conditions—more than enough to feed the watt-hungry refrigerators and deep freezers. All of this leads to a quality of life on board that is arguably better than that aboard a sailing yacht.

Matched with this innovative solution is a fine profile and a good power supply, which round out the unique character of the Arcadia range. These innovations had their genesis in the Neopolitan technical culture, which has to its credit the building of Italy's first railway line in 1839. The University of Naples has Italy's top naval engineering program and is the most reputable center of research on composite materials.

With the success of the 85, the Arcadia team went on to develop

designs for a range of larger yachts that include a 100, a 115 and a 135. They put these projects on their website and also saved them the old fashioned way, tucked away in a drawer, ready to build the first model a new client would order. At the Cannes Boat Show, a French owner fell in love with the 115, and the result, *M Ocean*, is pictured here.

The first difference from the smaller 85-foot sister is the third deck on the 115, which lends a sumptuous shape to the vessel without making it too burly. The lines are still stretched, even streamlined, while the open sides that play that wonderful interior/exterior game are extended on two decks, doubling the options for dining and relaxing.

Three layouts are available on the 115 that include four, five or six cabins. In each, the full-beam master is located forward on the main deck, taking advantage of the NPL hull shape, which is beamier forward and offers truth to the oft-used phrase of "seems like a much larger yacht."

The galley—fully equipped by Schifffini—is located just aft of the master suite, followed by the dining room. Optional folding bulwarks (implemented on this boat) create terraces that open this space to the sea. Farther aft, the salon is furnished with



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Photovoltaic cells produce enough power to allow the generators to be switched off, creating a vibration-free and silent environment. This is best enjoyed with the bulwarks folded down on either side of the main deck dining salon and the windows opened.



Anyone familiar with Italy's Gulf of Naples can understand the spirit of Arcadia Yachts. From this place where nature is favored over air conditioning comes a yacht where it's possible to turn off the generators and breathe fresh air.





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The omission of a flybridge allowed for solar panels to be incorporated into most of the superstructure roof. There's no greenhouse effect though; a layer of krypton gas between the top transparent glass and the lower photovoltaic cells mitigates the temperature difference.

Poltrona Frau sofas and armchairs; Cappellini or Cassina are additional options—all are brands of the famous Italian furniture group that has partnered with the yard. Because all of the systems—piping, wiring and A/C ducts—are under the floor or within the overheads, the furniture can be freestanding, which further opens up the options for customizing furnishings and décor elements. But as for customization, the yard does suggest respecting the yacht's modern concept and straight-line atmosphere. If your tastes lean towards Chippendale or Renaissance, I strongly suggest another yard or allow them to sway you into the sophisticated ambiance of contemporary minimalism.

In a four-cabin layout, a full-beam VIP can be incorporated on the lower deck amidships. The area is split when there are five cabins, and the six-cabin layout adds a bridge-deck cabin. While *M Ocean*'s owner chose six cabins for family reasons, the yard feels the four- and five-cabin layouts are the most efficient.

On the upper deck, the pilothouse features two elegant custom Poltrona Frau helm chairs. The bridge is simple, neat and ergonomically organized, while the vertical forward and side windows allow for good visibility. Aft, a pantry is connected to the galley below by a dumbwaiter. This is followed by the "family room," a small interior salon that opens to the aft deck, which can be considered more of an exterior salon than a cockpit or a flybridge.

A tremendous amount of effort went into the soundproofing of the 115. At 12 knots, decibel levels in the main salon are as low as 60.5 dBA, rising to 66.2 dBA at 16 knots, which is close to maximum speed. In the owners' suite the figures drop respectively to 53.1 and 58 dBA. Even on the lower deck the noisiest data came in at 68 dBA at 16 knots in the VIP suite, which is the closest cabin to the engine room. The upper deck recorded 49.2 dBA at that speed while the quietest place on board is the pilothouse, with only a 44.8 dBA whisper at 12 knots.

The Arcadia 115 also stands out for its smooth ride, stability, seaworthiness and impressive fuel consumption. Powered by twin 1,224-hp MAN V12 diesels, at half load, *M Ocean*—which is heavier than the standard due to the sixth cabin and the owner's choice of furniture, decor items and water toys—can max out at 16.9 knots, burning 85 gallons per hour with a range of 790 nautical miles. At the more efficient speed of 10 knots, however, fuel consumption drops to just 17 gallons per hour, which gives a 2,160-nautical mile range. You will not be able to cross the Atlantic in an Arcadia 115, but your visits to the fuel pump definitely will be less frequent.

All these features are wrapped in a hull and superstructure package constructed at Arcadia Yachts' facility in Torre Annunziata. The hull is a PVC polyester/vinylester sandwich while the bulkheads are a marine plywood sandwich with insulating core.

At \$13 million, the Arcadia 115 not only satisfies owners with refined and sophisticated tastes, it represents an evolution in design and construction when compared to the smaller 85. A 100-foot model and the second 115 are under construction at the yard. Still in that drawer lies the 135 project, but visiting www.arcadiayachts.it will give you an idea of how it is possible to conjugate the Arcadia concept over and over in size.

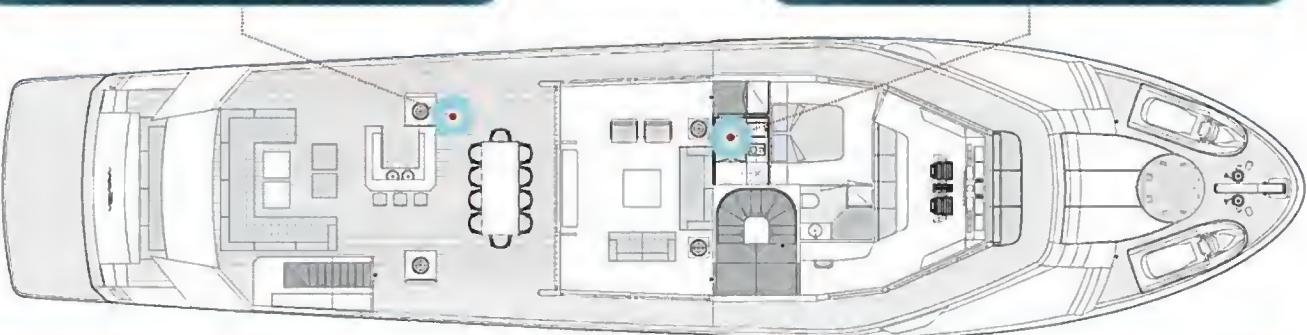
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The master suite (top) takes advantage of the wider beam found forward on the main deck. Without a sun deck, the spa pool and sunpads are set on the foredeck (center). The clutter-free, ergonomic bridge (above) offers excellent visibility through vertical windows.

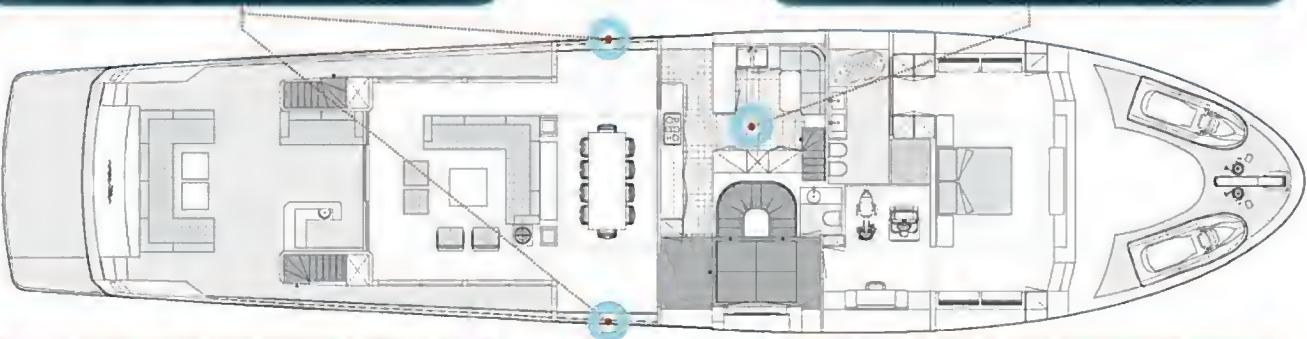
SHADE: The solar panels not only gather the sun's energy, but create a large, covered space for comfortably shaded outdoor living.

SERVICE: An upper-deck pantry with a dumbwaiter from the galley eases dining service for the upper aft deck.



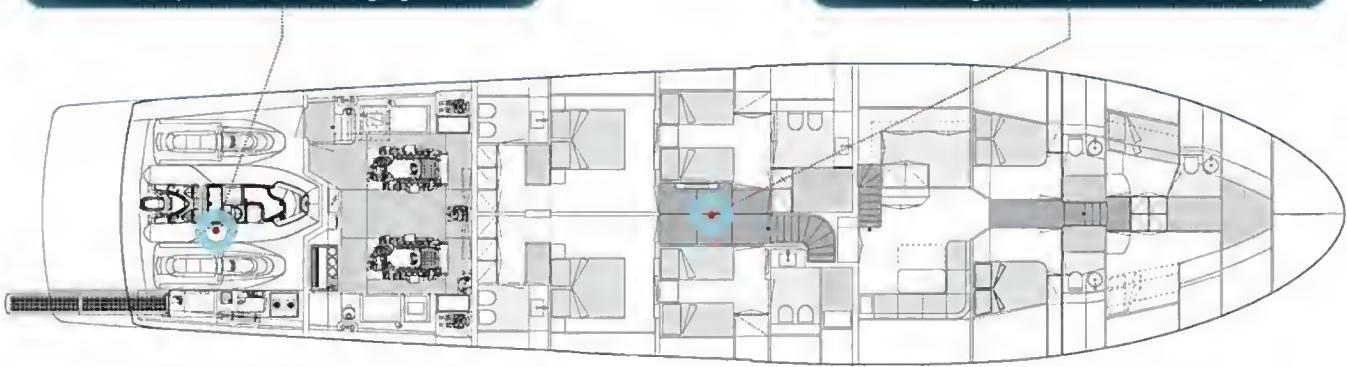
AL FRESCO DINING INSIDE: The optional folding bulwarks in the dining room add to the outdoors connection felt on board.

GALLEY: Designed by Schiffini, the well-equipped galley is spacious and includes wine storage and additional freezers.



GARAGE: M Ocean carries a 14-and-a-half foot tender and four personal watercraft in her garage.

GUESTS: M Ocean's owner chose the six-cabin layout option, which includes a bridge-deck cabin, to accommodate his family.



Specifications:

BUILDER: Arcadia Yachts
via Terragneta 90
80058 Torre Annunziata
Naples, Italy
Tel: +39 08119554898
Email: info@arcadiayachts.it
www.arcadiayachts.it

LOA: 114' 10" (35m)
LWL: 106' 9" (32.6m)
BEAM: 26' 7" (8.1m)
DRAFT: 7' 7" (2.3m)
DISPLACEMENT: 150 tons
POWER: 2 x 1,224-hp Man V12 with ZF gearboxes
RANGE: 2,160 nm @ 10 knots

MAX SPEED (1/3 LOAD, STANDARD/OCEAN): 18.5/16.9 knots
RANGE: 2,160 nm @ 10 knots
FUEL CAPACITY: 3,963 U.S. gallons
GENERATORS: 2 x 40kW 50 Hz Kohler
AIR CONDITIONING: Condaria
FRESHWATER CAPACITY: 1,057 gallons

GRAY/BLACK WATER CAPACITY: 370/330 gallons
OWNER AND GUESTS/CREW: 12/8
TENDER(S): Williams 445, 4 x Jet Ski
CONSTRUCTION: GRP and aluminum
CLASSIFICATION: RINA, MCA LY2 compliant
NAVAL ARCHITECTURE/DESIGN: Francesco Guida



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AT 231 FEET, THE OWNERS' SECOND YACHT
BEARING THE TALISMAN C NAME IS BIGGER,
BETTER AND A LOT MORE FUN.

TEXT BY DAVID PELLY PHOTOGRAPHY BY BUGSY GEDLEK





OFFICE
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When other yards are struggling to find work, it's rather surprising that launching three large yachts in 2011 does not satisfy Mehmet Karabeyoğlu, the boss of Turkish yard Proteksan Turquoise, as he says the company has the capability to deliver four large yachts per year. On the other hand, there is no disguising the fact that Proteksan has grown into Turkey's leading builder of large motor yachts, successfully competing against rival builders from all over the world.

The new *Talisman C* was the undoubted star of the three yachts delivered last year. She's the largest motor yacht the yard has completed so far. She's also the second to bear this name, following the very successful 178-footer that was delivered by Proteksan in 2006. The London family that commissioned both of these yachts had a great affection for their first yacht but felt that very significant improvements could be achieved with a larger hull. For instance, the first yacht lacked a tender garage, which allowed Dubois Naval Architects to draw a particularly graceful hull with relatively low freeboard aft. But the owners wanted to be able to carry more tenders and water toys, and unless these were allowed to take over the best deck spaces, a garage became a necessity, while a substantially longer hull would be able to retain the "low and lean" appearance of the previous yacht.

The net result is a full-width aft garage with lift-up clamshell doors on each side and extending overhead cranes. It's a very well-stocked toy cupboard and includes a Super Air Nautique 230 specially designed for wakeboarding, which also can be used as a dive tender. Among the five Sea-Doo personal watercraft is a Wake Pro capable of towing a skier; in fact, the 215-hp Rotax engine has sufficient power to keep a decent-sized light aircraft aloft. For those guests who prefer not to hear the constant buzz of small engines, there is a Laser dinghy plus a selection of windsurfers and canoes. The "respectable" tender for going ashore without getting soaked is a Novurania Chase 23 with a Yanmar inboard diesel.

Side access to the garage has made it possible to further develop the idea of a beach club at the stern. A very large transom flap hinges down horizontally, creating a huge open deck just above the waterline; this is carried through into the lazarette, where one finds a central stairway to the main deck and a door into the garage. When the passerelle is in use, it soars over the top of this deck without impinging on it, although you would not normally expect both to be in use at the same time. The beach club can have a number of uses, including boarding tenders or swimming, but it also can be enjoyed as a very special place to sit and relax with feet practically in the sea, a feature the owners first noticed on the 197-foot motor yacht *Blue Eyes*.

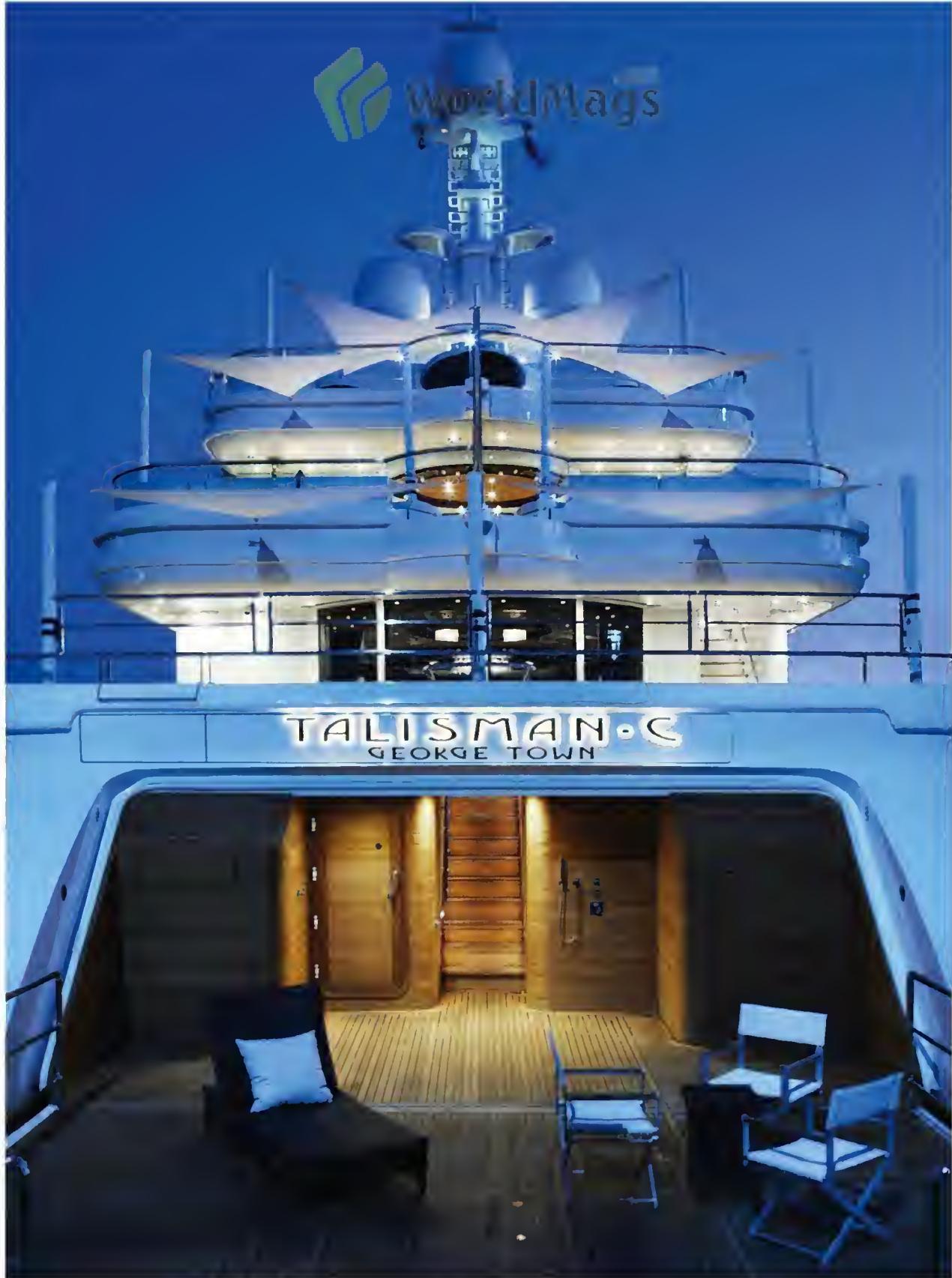
In most respects, the new *Talisman C* is simply larger: this paves the way for additional features such as a gym, a game room and a VIP cabin, but on board a yacht, space is the ultimate luxury and this one has plenty. Although all the boxes have been checked to make *Talisman C* a legal charter yacht, the owners intend to undertake a world cruise first, which will involve a considerable turnover of family and friends. Spacious cabins, generous public spaces and a great variety of deck areas will make this a pleasure comparable to having a private ocean liner.



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The spiral staircase's dramatic centerpiece is a work of art by Crystal Caviar, comprising glass balls on stainless-steel rods illuminated by fiber-optic strands. The structure travels through four decks and can be viewed through a skylight on the sun deck, which allows light to flow into the stairwell and decks below.





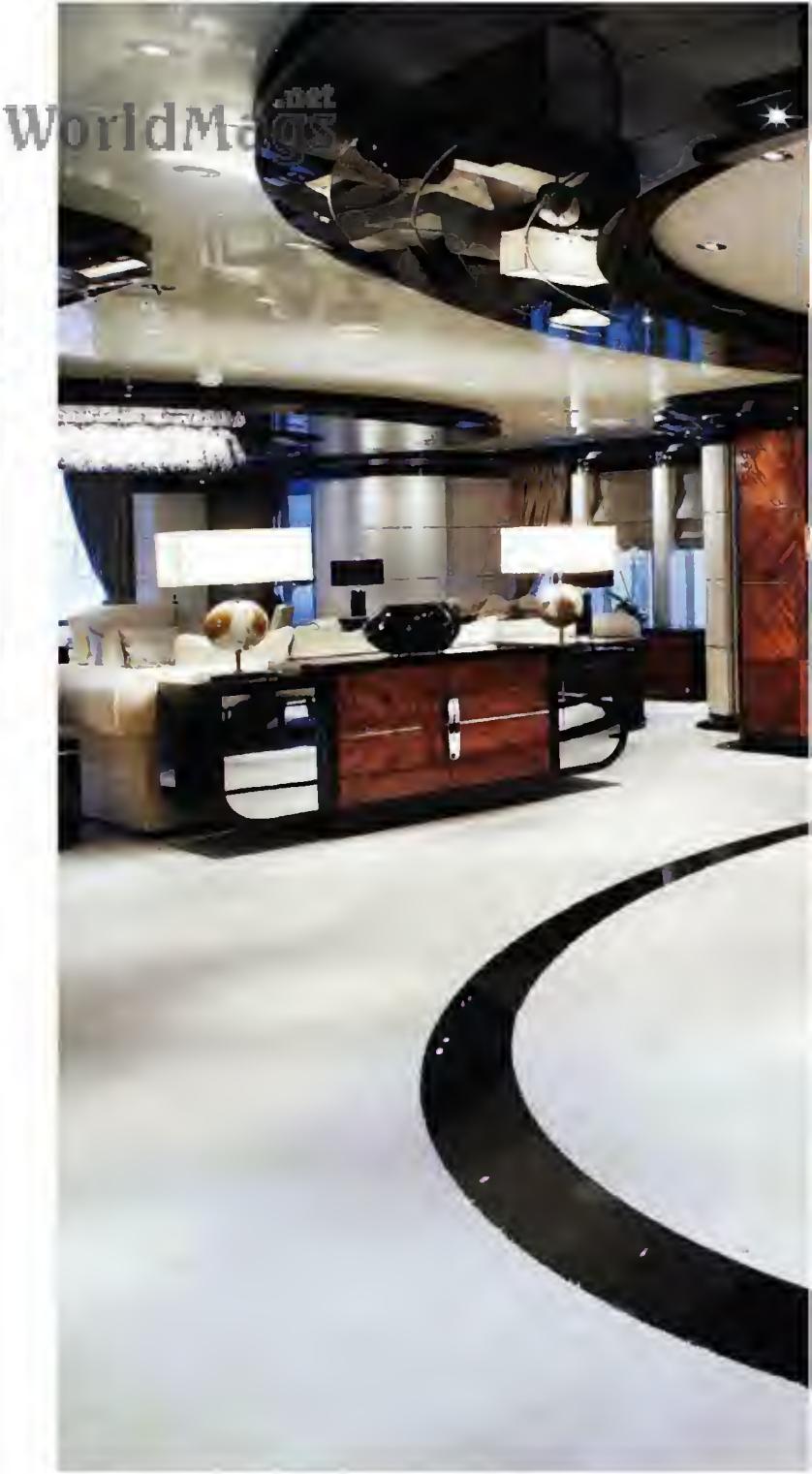


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Impressive "tentacled" chandeliers are the focal points in the main salon and semi-screened dining room. H2 Yacht Design conceived the loose furniture in the main salon, built in-house at Proteksan Turquoise.

H2 Yacht Design and its head, Jonny Horsfield, received the ultimate endorsement of a repeat commission; after developing the sophisticated, Art Deco-based interior on the first *Talisman C*, the firm was asked to do both the interior and exterior styling on the new yacht. Horsfield appointed the young Australian designer Tam Elder as project manager. Elder spent the best part of two years at the yard, during which he forged an excellent working relationship with the management there and a great respect for their craftsmen.

The interior of this *Talisman C* is smart, modern and high contrast both in shapes and materials. What this means in practice is voluptuous curves limited by sharp edges, soft materials such as suede or pony skin bordered by marble and outlined with polished stainless steel or chrome. Walls are surfaced with shagreen and chairs upholstered with "mock croc." Above all, there are strongly contrasting colors, such as black lacquered woodwork against off-white wool carpets. Floors are often in dark, sparkly marble with underlit onyx providing the dramatic point of interest. This style is expressed particularly clearly in the VIP stateroom, which contrasts black soft furnishings with white pony-hide walls carved into squares that curve over the bed for a surprisingly restful effect.

Dramatic, striking details abound, such as the spiral central stairway that winds its way around an extraordinary artwork made of glass balls on stainless-steel rods with hanging fiber-optic strands creating an ethereal light. This eye-catching piece was designed and made by Crystal Caviar of the Czech Republic and provided a particular challenge to get it mounted without



any damage. At the same time, the yacht's interior crew had to work out the best way of cleaning it.

The corridor that leads into the owners' quarters has a lobby with circular backlit onyx panels that apparently bring the same response from virtually every visitor: "Beam me up, Scotty!"



Glasswork is a strong feature and there are two quite amazing chandeliers in the salon and dining room that look like the tentacles of a huge sea anemone suspended from the ceiling. They are particularly attractive when lit, and indeed the whole salon area is much more interesting under artificial light when the

Her size paves the way for more features such as a gym and game room, but on a yacht, space is the ultimate luxury and this one has plenty.

Lutron "mood lighting" comes into its own.

The starship *Enterprise* never had a bridge as impressive as the one on *Talisman C*. Both beautiful and practical, it matches a fully electronic display outfit with good functional features such as a real chart table with blackout curtains and red lighting and a special niche to one side of the main console that allows the watch officer to stand right up against the windows in bad visibility. With vertical glazing in a 180-degree curve, the view is excellent in every direction except directly astern. Another good point is the fully walkaround deck on this level, allowing the crew to reach any part of the vessel without having to dash up and down stairs.

The owners' cabin one deck below enjoys the same 180-degree curve of windows. In addition to the excellent view, there is a small outdoor sitting area, which is delightful when the yacht is at anchor though it's normally too windy to be enjoyed while underway. The most unusual feature of the owners' suite is the split-level master bathroom with the spa bath on the lower level and the shower up above, creating a very striking compartment.

Another area that will be especially enjoyable when at anchor is the crow's nest, a small deck cantilevered from the radar mast and reached by steps from the sun deck. The view from here is unbeatable, while sun worshippers will find it provides a high degree of privacy. The sun deck is huge, with a pool set forward that's the yacht-equivalent of Olympic size (meaning you can actually swim in it) and a choice of open or shaded space aft.

A big advantage of reaching the magic figure of 70 meters overall length is the space the lower deck offers, along with a



this page
With a raised bed, the split-level owners' suite allows 180-degree views forward. In addition to passageway stairs leading to the stateroom, the dual levels are found in the bathroom, which features a leather-wrapped tub and Bisazza tiles (above).







these pages
The bridge (above) offers excellent visibility and the walkaround decks provide ease of operation for crew. The VIP cabin (opposite page, bottom) showcases the striking contrast of white pony-hide panels that curve over the bed and black lacquered woodwork and furniture. The color and textural contrast continues in the common areas including the skylounge (opposite page, top), which has an informal, contemporary feel.

sub-deck for the laundry and cold stores. In fact, the same hull could be rearranged with the galley and gym placed on the lower level and all four guest cabins moved up to the main deck.

Taken as a whole, it has to be conceded that *Talisman C* is not quite on the same level as a Lürssen or a Feadship, but conversely, she is not far behind and is very competitively priced. Mehmet Karabeyoğlu is quite open in saying that Proteksan's advantage lies in the fact that Turkish labor rates are far lower than those in Northern Europe. For this reason, he likes to take on jobs that are labor intensive, because the more work that goes into building the yacht, the greater his price advantage is. It also tempts the builder to take on many tasks that European yards tend to outsource. He is justly proud of the woodwork and finishing; the gloss-finished joinery is a joy to behold, and the exterior painting is pretty good, too.

I visited the yard at what is always an awkward time: when the yacht comes back from its first cruise with a list of defects to be corrected under warranty. In the case of *Talisman C*, the list was no longer than normal for a yacht this size. As is often the case with the machinery space directly beneath the main salon, the salon's comfort was initially compromised when underway; however, the yard worked closely with consultants and the root cause of the problems was investigated and satisfactorily resolved during the warranty period.

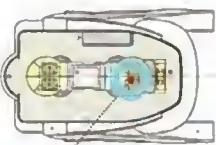
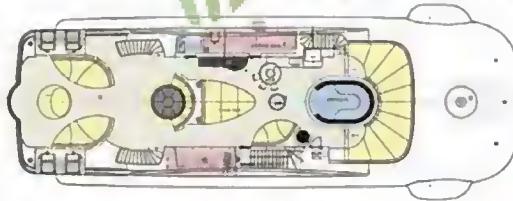
The next to emerge from the company's smart new shipyard at Pendik in the Asian suburbs of Istanbul is a 238-foot motor yacht based on a slightly extended version of the *Talisman C* hull. Meanwhile, this current Proteksan flagship is certainly a splendid and beautiful vessel with an excellent layout and impressively high standards—a fitting successor to the original *Talisman C*.  ENHANCED DIGITAL CONTENT ON THE IPAD APP





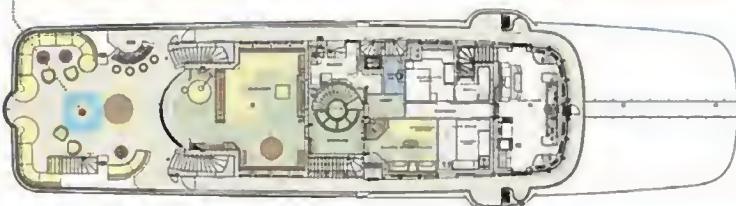
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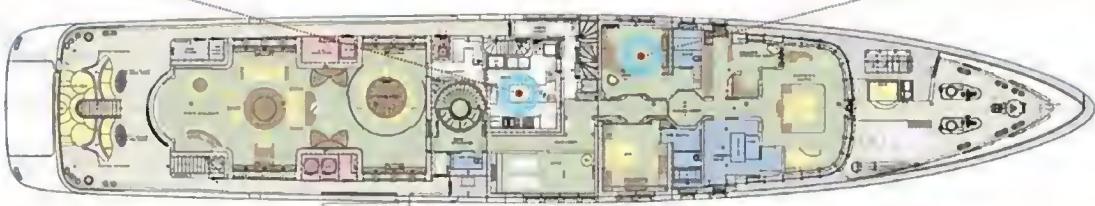
UPPER DECK: A cozy salon featuring a TV area and a children's play table gives way to an expansive outdoor dining and lounging area.

CROW'S NEST: Offering unobstructed 360-degree views and sunbeds, the crow's nest is the ideal place for private sun worshipping.



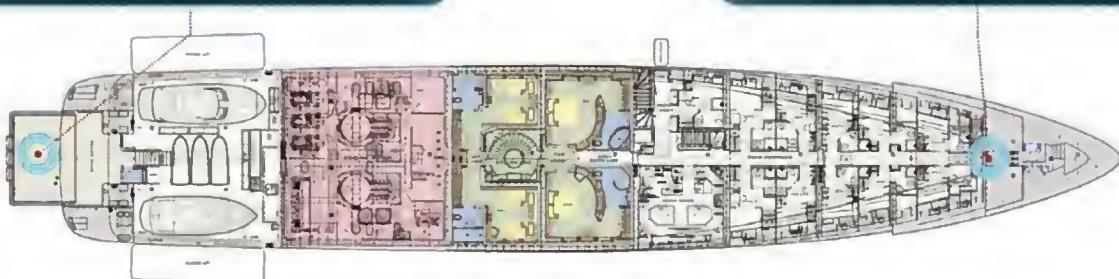
FOOD FLOW: The galley includes two food lifts, one to the skylounge and sun decks and another to the tank deck for retrieving stores.

OWNERS' SUITE: The owners' private library has a folding bed that can convert the room into an extra stateroom if needed.



BECCH CLUB: Side doors for tender launching allows for a dedicated beach club aft with a staircase to the main deck.

CREW ACCESS: A staircase was incorporated to connect crew to the foredeck without infringing on the master suite's space.



Specifications:

BUILDER:

Proteksan Turquoise Yachts
34662 Altunizade
Istanbul, Turkey

Tel: +90 (0) 216 474 2590/91

Email: main@proteksan-turquoise.com
www.proteksan-turquoise.com

LOA: 231' 5" (70.5m)

LWL: 208' 4" (63.5m)

BEAM: 40' 1" (12.2m)

DRAFT: 12' 11" (3.9m)

DISPLACEMENT: 1,290 tonnes

ENGINES: 2 x 2,447-hp
Caterpillar 3516B HD

SPEED (MAX/CRUISE):
17/15 knots

RANGE: 4,000 nm @ 14 knots

BOW THRUSTER: 190kW HRP

GENERATORS: 3 x 200kW
Caterpillar C9 OITA

STABILIZERS: Quantum ZeroSpeed

FUEL CAPACITY: 53,865 U.S. gallons

FRESHWATER CAPACITY:
9,555 U.S. gallons

OWNER AND GUESTS: 12

CREW: 20

TENDERS: Novurania Chase 23, Nautique Super Air 230

CONSTRUCTION: Steel and aluminum alloy

CLASSIFICATION: Lloyd's * 100A1
SSC Yacht Mono G6, * LMC, UMS

NAVAL ARCHITECTURE:
Proteksan Turquoise Yachts

EXTERIOR STYLING: H2 Yacht Design

INTERIOR DESIGN: H2 Yacht Design

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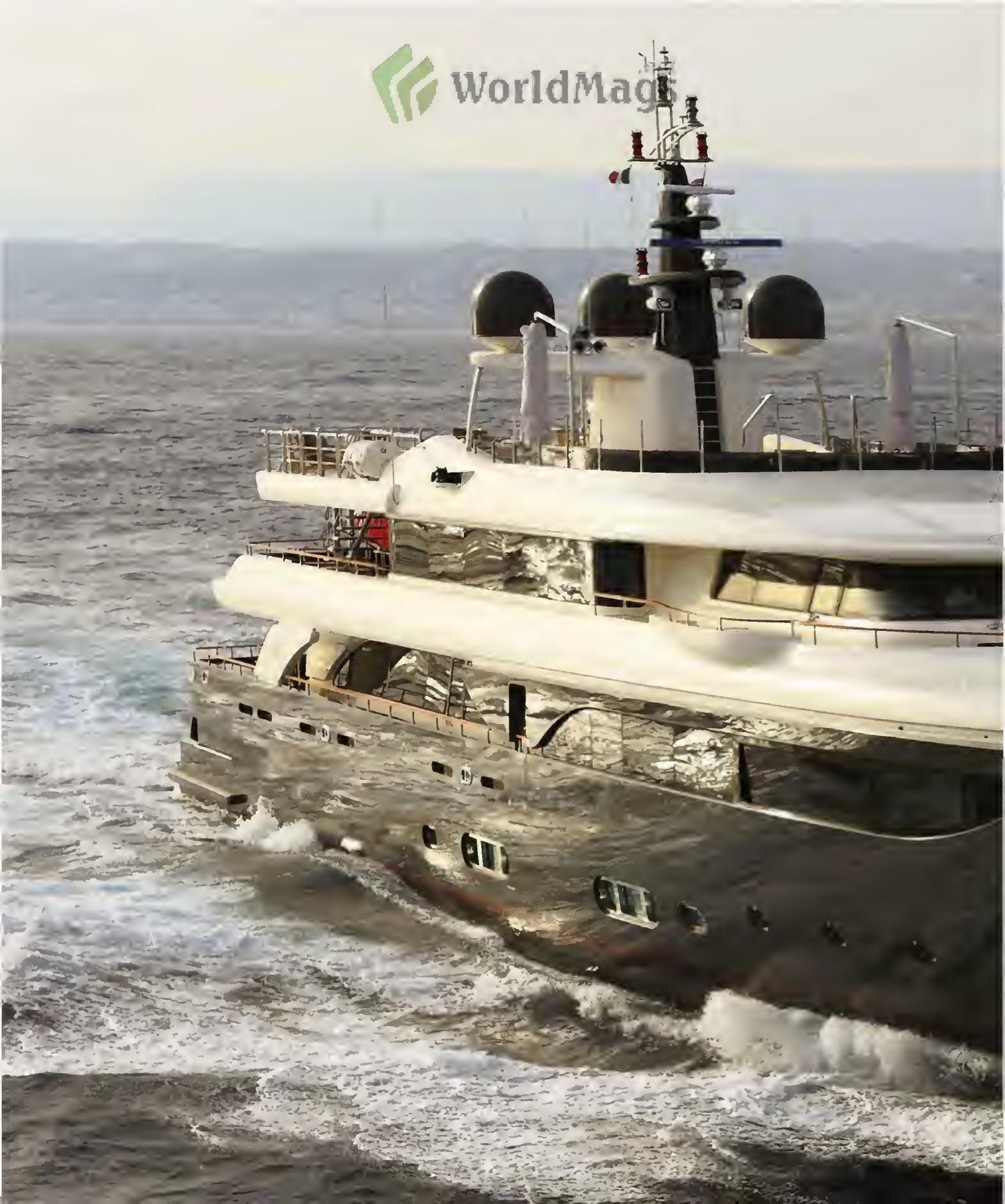
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TRANSFORMING A SEMI-CUSTOM MODEL INTO A CUSTOM BUILD CREATED A VERY PERSONAL PROJECT THAT SHOWS THE AMERICAN OWNER'S PASSION AND DEDICATION IN EVERY ELEGANT AND UNDERSTATED DETAIL.

TEXT BY PETER BOULTON

PHOTOGRAPHY BY MAURIZIO PARADISO

YACHTING



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these pages
Symmetry in design
was very important
to the owner, best
exemplified by the
main salon (above).

The forward bulkhead in the dining salon is decorated
with a collection
of black-and-white
photography, each
perfectly positioned
on the recessed-panel
joinery.





Lady Trudy's story is of one owner's vision and dedication to customizing a project and creating the most personally beautiful superyacht he could. She may have started as hull number seven in the CRN series of semi-custom 43-meter displacement motor yachts, but she became a very special oasis of tranquility, dedicated entirely to the owner's family and close friends.

How this project was realized and the extent of the owner's unwavering dedication is best related by Luca Boldrini, sales director for Ferretti Group's CRN and Custom Line, whose strong association with the owner resulted in an enduring friendship.

"First off," says Boldrini. "His yachting experience covered around twenty previous vessels, the last of which was a Ferretti, but he decided that he did not want his 'biggest ever' to be just an enlarged version of a Ferretti. To this end, he took off on a long tour of the Dutch and German yards, which was ultimately good news for us

because, being already a Ferretti client, we were able to keep track of him while simultaneously refining an eventual offer for a CRN."

But, even under those circumstances, things were not quite as simple as first appeared. "He spent a lot of time hunting for his dream and we spent a lot of time over our approaches in hopes of convincing him that CRN had all the right answers," Boldrini continues. "In the end, our presentation proved to be the most interesting and it was initially agreed to go with our semi-custom 43. However, the owner wanted to put a definitive personal stamp on everything and so it finally became a full custom project."

Moving from semi- to full custom does, of course, have implications, not least of which is on projected delivery time. In the case of *Lady Trudy*, however, the additional work did not vastly affect the build time. "It didn't really make much difference," says Boldrini. "We were easily able to quote eighteen months, which

is only five months over a semi-custom build time." He adds with justifiable pride, "We can actually give you a beautiful semi-custom yacht in just twelve or thirteen months from time of order."

The second factor that often comes into play is that some owners can be either too busy when it comes to a custom build or are happy to function with specs, drawings and/or photos by Internet. This project, though, was different.

"In terms of involvement, the owner was everywhere," says Boldrini. "At that time the head of our interior design team was Francesca Muzio—she traveled with the owner extensively, because he was strongly influenced by American colonial style, and he wanted to be sure that she understood what he wanted completely." Then there was the owner's love of symmetry and his eye for detail. "As

or moving walls around, there was nothing," says Boldrini. "We stayed with the normal master suite and four double cabins, which are very spacious, and he was perfectly happy with that layout. The only non-structural change he requested was to remove a light bulkhead aft, which had the effect of giving him a larger gym area.

"The owner was quite happy with things as they were, apart from the gym extension we just mentioned, but the touch-and-go helicopter pad on the sun deck would be especially important for getting family and friends on board at any time. Without the helicopter, we normally have a couple of WaveRunners up here with their own crane. The rest of the sun deck is just a good place to relax with a drink and a dip in the spa pool; we even designed the radar/comms mast to cover an American bar," he says.



you look around the yacht, a sense of perfect balance soon becomes apparent, and this extends even to the type and manner of use of materials," says Boldrini. "He liked things to be luxurious but comfortable and usable, without frills and accouterments that could be interpreted as unnecessary statements of immense wealth."

Finally, a semi-custom design usually means fixed layouts and structural elements that cannot be moved—impeding the full freedom of a custom project. But here, it soon became clear that the owner's wishes could be accommodated within the existing design with very little core change. "In terms of stuff like major bulkheads,

One deck down is the upper or bridge deck, which has a Portuguese bridge complete with a settee and access forward to the working foredeck. The forebridge continues around the wheelhouse and has steps down to the main deck on both sides along with doors to the bridge. The bridge itself offers excellent visibility, intelligent instrumentation layout, a space for paper charts and a communications desk in an alcove against the port aft bulkhead. It is nicely rounded off by observation seating with a table and two high-tech watch chairs.

The all-American influence becomes apparent as a door in the

these pages

A light bulkhead was removed on the lower deck aft of the tender garage to accommodate a large gym. The crown jewel of the master stateroom is the four-poster bed, complete with mosquito netting, while the skylounge plays up the all-American theme.



starboard bulkhead opens to reveal a small, bright lobby containing the between-decks stairway and a dayhead. A further door opposite leads to the skylounge. "The general spec for a semi-custom version uses lots of mahogany, which for this owner was a bit dark despite the big windows," says Boldrini. "So we trashed that idea and went for white ash everywhere, using mahogany and teak only for accents. This accounts for a touch of the Hamptons style in places and the overall colonial style look, which was his passion."

"In conformity with his wishes, we kept the lounge simple, with a small closed-end sofa and a large TV. There is a door to the pantry

With an eye for detail, the owner opted for comfortable and usable luxury in the American colonial style. White ash was used extensively, accented by mahogany and teak.



these pages
The custom 19-foot Naumatec tender fits snugly in the tender garage with a hatch for launching on the starboard side. Another concession made by the builder is the touch-and-go helipad on the sun deck, a must for getting the owner's family and friends aboard.

[to port] and immediately below the window we put a table with four chairs to create an intimate space. There is also a games table," says Boldrini. The combination of light, white, colored fabric and wood accents is pure delight. Through sliding glass doors aft is a splendid private deck with sunpads and dining space for up to 12.

Down a curving teak and stainless stairway is an invitingly furnished and surprisingly private aft main deck. Through the salon sliding doors, the view forward is partially (and intentionally) blocked by a piece of cabinetry containing a big television. "There is a perfect example of the owner's desire for symmetry," says Boldrini. Identical all-white furniture and cabinets are located on either side, the latter featuring illuminated pale blue linings. "In the dining room there is symmetry even in the picture arrangements, and the beautiful glass-topped table and chairs are by the California-based company McGuire." Naturally, the spacious galley to port is fitted-out American style with French La Cornue cooking units, good-size countertops and plenty of natural light.

To starboard through the foyer is the owner's apartment. A comfortable study precedes the bedroom proper, which is dominated by a huge colonial four-poster bed with dark mahogany posts and white mosquito netting. To port is the "his" shower room, while "hers" opposite has a bath. Finally, to starboard, there is a private terrace formed by part of the bedroom wall.



Each guest stateroom is decorated in its own color scheme and style while keeping to the New England cottage theme. The rooms are named Cape Cod, Mystic, Newport and Nantucket.



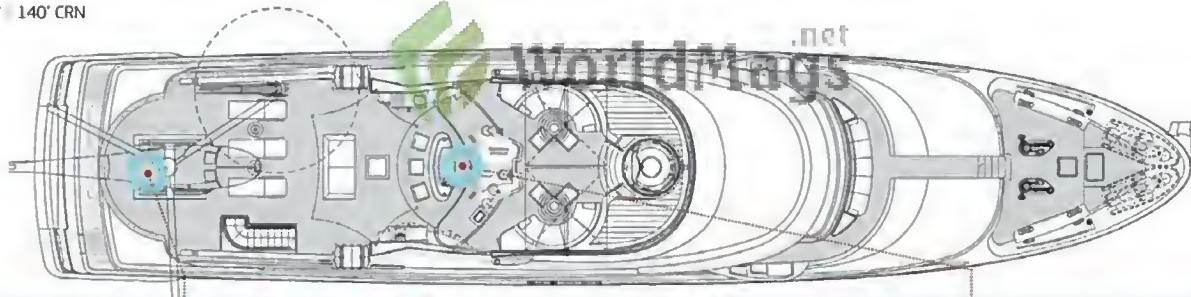
Boldrini is very proud of the four en suite guest cabins—one of which has two singles and a Pullman—and the VIP. "Each has a different color scheme for the furnishings and received names like Cape Cod, Mystic, Newport and Nantucket, and all of them are well fitted and comfortable. Even the crew quarters are decorated in the same ash and mahogany as the rest of the ship, and the captain's cabin is in the right place, behind the bridge."

The engine room is a bright, beautifully finished home for the two big Caterpillar C32 main engines, plus two 125kW Kohler generators and has the advantage of a soundproof control room.

As a finishing touch, the custom Naumatec 19-foot tender sits athwartships in a garage behind the engine room, launching through a starboard-side hull hatch. A RIB rescue boat lives in a garage on the foredeck.

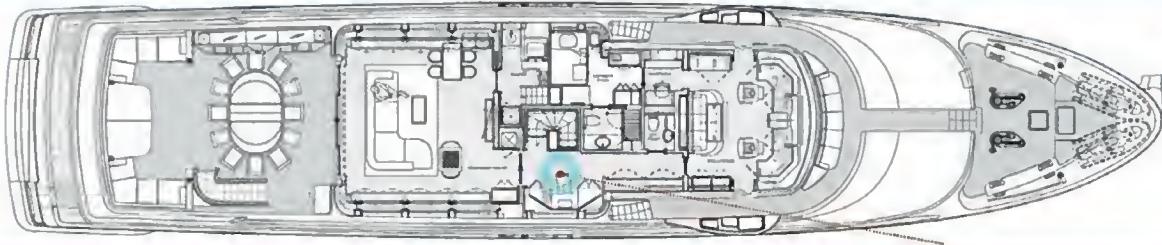
The result of all this passion and dedication is plain to see: *Lady Trudy* is more than an elegant family retreat—she shows what can be done to personalize an established semi-custom model. The result is a fully customized testament to one man's effort to create his ultimate superyacht.

ENHANCED DIGITAL CONTENT ON THE IPAD APP



HELIPAD: The sun deck was reconfigured to incorporate a touch-and-go helipad, which moved the WaveRunners forward on the bow.

SUN DECK: A bar was integrated under the cover of the mast; taupe sunpads with red-and-white striped cushions surround the spa pool.



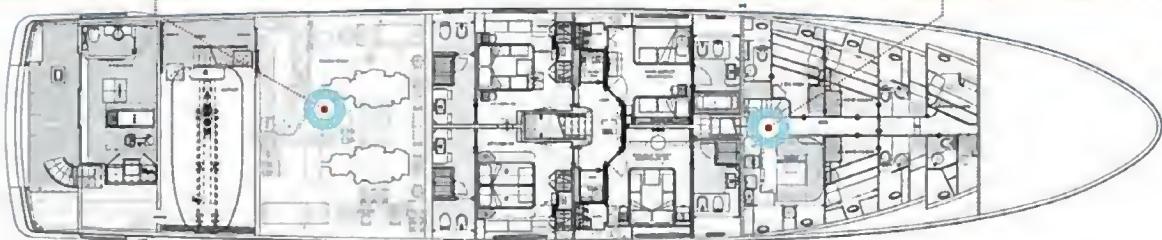
PANTRY: A large pantry precedes the galley, designed to match the guest areas. The galley's handmade La Comue stove is its centerpiece.

UPPER DECK: A small lobby with a desk is located at the top of the stairs. The area welcomes guests into the laid-back skylounge.



ENGINE ROOM: A soundproof control room makes for a happy engineer, while the rest of the engine room is ample and easy to service.

CREW: The crew areas receive the same finishes as the guest areas and include a well-sized mess and en suites in each cabin.



Specifications:

BUILDER: CRN
Via Enrico Mattei, n. 26
60125 Ancona, Italy
Tel: +39 071 5011 111
Email: info@crn-yacht.com
www.crn-yacht.com

LOA: 139' 9" (42.6m)
BEAM: 28' 4" (8.6m)
DRAFT: 8' 10" (2.7m)
DISPLACEMENT: 330 tons
POWER: 2 x 1,419-hp Caterpillar C32 C
SPEED (MAX/CRUISE): 15.4/13 knots
RANGE: 3,800 nm @ 11 knots

FUEL CAPACITY: 11,800 U.S. gallons
STABILIZERS: Vosper VTNm 525
GENERATORS: 2 x Kohler 125 ekW @ 50 Hz
FRESHWATER CAPACITY: 1,800 U.S. gallons
GRAY/BLACK WATER CAPACITY: 1,420 U.S. gallons
OWNER AND GUESTS: 10

CREW: 9
TENDER: 19' custom Naumated
CONSTRUCTION: GRP
CLASSIFICATION: RINA #100-A-1.1"Y", MCA compliant
NAVAL ARCHITECTURE: CRN Engineering
EXTERIOR STYLING/INTERIOR DESIGN: Zuccon International Project

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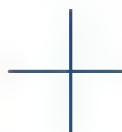
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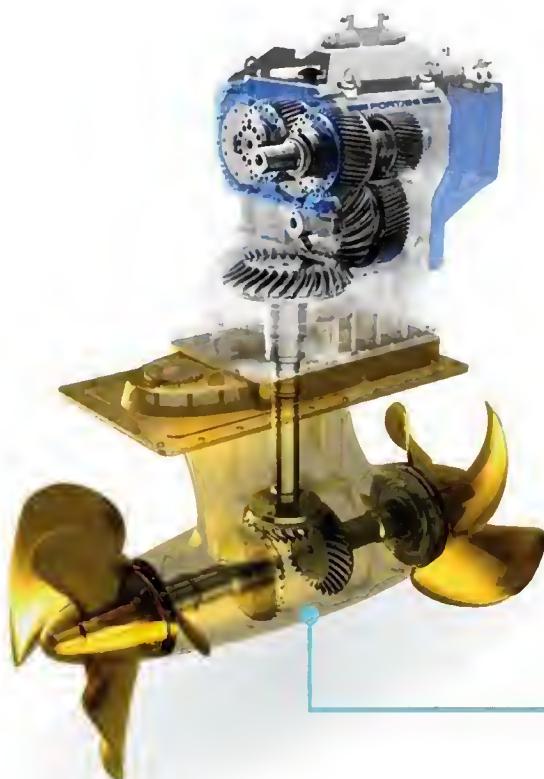
TECH-FEATURE

 WorldMags

COMING TO A YACHT NEAR YOU: BIG ENGINE ROOM CHANGES

NEW REGULATIONS WILL REQUIRE MANUFACTURERS TO LOOK FOR SPACE SAVINGS IN THE ENGINE ROOM AND MORE EFFICIENCIES IN THEIR DRIVE TRAINS. HERE ARE THE COMPANIES WHO ARE LEADING THE WAY.

TEXT BY ROGER MARSHALL



INCREASING PROPULSION SYSTEM efficiencies to cut fuel consumption and decrease emissions has been a growing trend in recent years in the superyacht industry. But it will soon go from being an option to being a requirement as upcoming regulations from the International Maritime Organization (IMO) will necessitate major changes to a yacht's engine room.

The IMO has amended the International Convention for the Prevention of Pollution on Ships (known as MARPOL for its French initials), putting new, much more stringent limits on nitrogen oxides (NOx) and sulfur oxides (SOx) emissions. When these new regulations come into full effect in 2016, all yachts over 24 meters (78 feet, nine inches) will be affected.

SOx can be reduced by cutting sulfur levels in fuel, which require yachts to use the more expensive low-sulfur fuel. NOx, on the other hand, is the tricky part. As it's part of the exhaust byproduct, reducing NOx levels will require the use of bulky Selective Catalytic Reduction (SCR) units in the engine compartment (see sidebar on page 80).

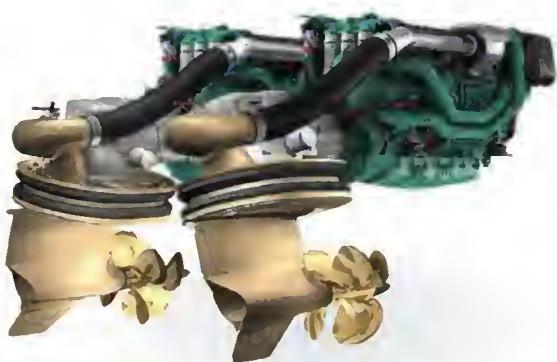


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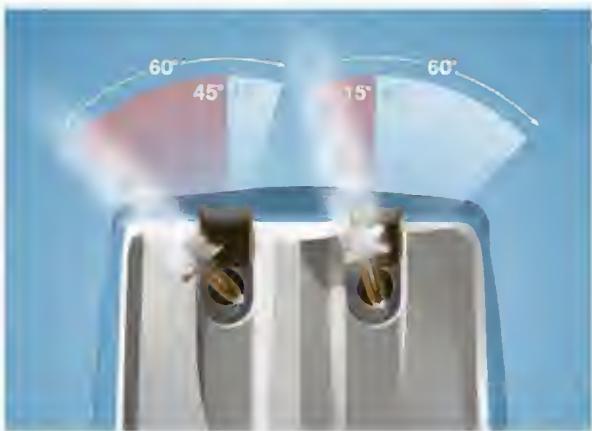
PROPULSION EFFICIENCIES



THE FORTJES DRIVE SYSTEM
one of the largest yacht drives available

*this page*

Volvo Penta's IPS system (above) and the Zeus propulsion system by Cummins (below) have improved performance efficiency on smaller vessels. Rumor has it that Volvo is developing a system for larger craft up to 120 feet.



"To our understanding of the technology available today, the only (reliable) way to meet [the amended MARPOL NOx emission limits] is through SCR technology," says Udo Kleinitz, technical manager at the International Council of Marine Industry Associations (ICOMIA). This will have an enormous impact on production yachts as they are made in existing tooling that predates upcoming regulations. "Adding an SCR unit to an existing hull can be very difficult and may affect many other parts of the yacht," says Kleinitz.

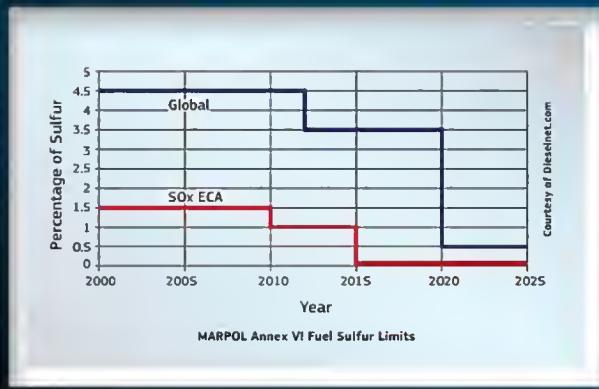
With the current state of SCR technology, an SCR reactor could be as large as 30 percent of the engine weight and size. Plus, the yacht will need urea tanks, piping and an atomizer, which, based on today's technology, could be up to about five feet long, maintenance accessibility notwithstanding. In addition, the engine will have higher back-pressure. On the positive side, engines today are often tuned to minimize emissions through in-engine solutions that increase

fuel consumption, but with the SCR treating the emissions, the engine could be tuned to minimize fuel consumption.

In addition, American-flagged yachts with engine installations above 600 kilowatts (800 horsepower) and falling under commercial vessel regulations will be subject to even more stringent controls from the U.S. Environmental Protection Agency (EPA). These match MARPOL's NOx limits plus add limits for other pollutants such as hydrocarbons and particulates. Meeting this EPA requirement is even more challenging and will require the use of clean fuels, which could mean applying a technology other than SCR or in addition to SCR (e.g. particulate filters and oxidation catalysts).

With these regulations on the horizon, manufacturers will have to look for space savings in the engine compartment and more efficiencies in their drive trains, as any improvement in efficiency will help to reduce exhaust emissions. There are several ways to

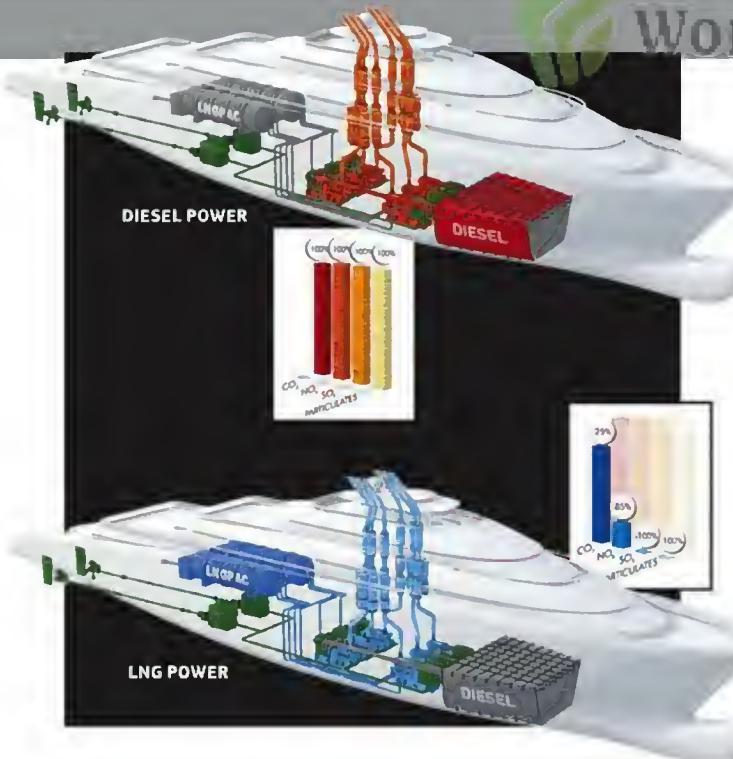
Where and When: WHO'S AFFECTED BY UPCOMING REGULATIONS?



Adopted in 2008, amendments to MARPOL Annex VI set new mandatory Tier II and Tier III standards that drop nitrogen oxide emission levels considerably from previous levels. Tier II sets new acceptable global levels (affecting new engines installed in ships built after January 1, 2011), while Tier III standards will be implemented in dedicated Emission Control Areas (ECAs).

"Note there are separate ECAs for sulfur emissions (also called SECAs and addressed through fuel quality) and for nitrogen oxide emissions (addressed through engine exhaust emission limits)," says Udo Kleinitz, technical manager at ICOMIA. "The only ECA assigned today with limits on NO_x is the North American ECA," which encompasses both coasts of America and Canada up to 200 miles offshore and Puerto Rico and the U.S. Virgin Islands.

"All vessels built after Jan 1, 2016 traveling in a NO_x ECA have



The most major change to improve a yacht's efficiency could be in the type of fuel burned. Liquefied natural gas burns far cleaner than diesel and is coming into use aboard commercial ships.

improve a yacht's efficiency; the biggest contender is to improve the yacht's propulsion system. Several new systems have shown promising results.

The most major change could be in the type of fuel burned. Liquefied Natural Gas (LNG) burns far cleaner than diesel and is coming into use aboard commercial ships as dual-fuel vessels, able to seamlessly transfer between running on diesel and LNG. Trinity Yachts is currently constructing two such offshore support vessels, and the yacht industry seems poised to join the new trend, shown by a recently proposed 325-foot yacht project, conceived by builders Fincantieri, designer Stefano Pastrovich and engine manufacturer Wärtsilä (shown left).

However, LNG requires a large fuel tank (far larger than typical yacht tanks), has a lower output in terms of propulsive power per cubic foot than does diesel, plus it does not have the infrastructure needed to enable a yacht to refill at the nearest marina. Until a large infrastructure is devel-

oped and large tank storage methods are refined, dual-fuel engines are unlikely to be used aboard yachts.

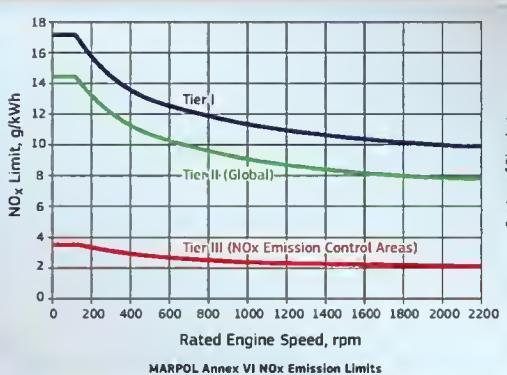
This leaves us with improving efficiencies in the driving end of the engine and transmission. Many of these new drives tout space savings in the engine room, perhaps leaving extra space for the Selective Catalytic Reduction unit and the urea storage tanks needed to reduce NOx emissions. Whether they will save enough space is doubtful, but these newer drives could change the entire engine room concept by putting gearboxes and propulsion units outside the hull, eliminating steering systems and using the extra space for environmental controls.

Smaller craft also have seen performance efficiencies from various styles of drive trains; Volvo Penta's IPS system led the way, followed by Zeus and now Fortjes. The Fortjes system is squarely aimed at larger craft. Rumor has it that the Volvo Penta IPS system also will be available soon for larger vessel's up to 120 feet.

to comply with Tier III. Note that recreational vessels under twenty-four meters [79 feet] are excluded from Tier III compliance," says Kleinitz.

These 2008 amendments also adopted new fuel quality requirements to control sulfur oxide emissions. They are coming into operation in a stepped approach from 2011/2012.

The agency in charge of emission limits in the U.S., the Environmental Protection Agency, has issued its own set of limits for this kind of vessels, which is known as EPA Tier 4. Tier 4 applies from 600kW engines on up and implements MARPOL Tier III for NO_x but also addresses other pollutants such as particulates and hydrocarbons. "Only U.S.-flagged vessels have to comply with Tier 4, and you should note that Tier 4 has a stepped approach, but NO_x limits will apply in 2014 for engines greater than two megawatts," says Kleinitz.



Courtesy of Dieselnet.com



VOITH
LINEAR DRIVE

THE FORTJES DRIVE SYSTEM

From Reintjes Gears in Germany comes a new pod drive propulsion system. The pod drive has propellers at either end of the unit, one pushing and one pulling, and splits the engine power between both props. According to Reintjes, this results in a lower blade loading on the prop, less noise, less cavitation and better high-speed thrust. The drives are not rotatable and come with their own rudders. As

expected from a gearbox manufacturer, the gearbox for the drive system is integrated into the housing at the top of the drive, making for easy installation. Reintjes claims it takes about four hours to install. The thrust line is horizontal, which improves boat speed and handling. The drives are available for vessels up to 2,000 kilowatts (about 2,800 horsepower) making them one of the largest yacht drives available.

THE VOITH LINEAR DRIVE

Lying somewhere between a ducted propeller (Kort nozzle), with its low-speed, high-towing capability, and a water jet, with its high-speed but lack of low-speed maneuverability, is the Voith Linear drive. By combining the two concepts, Voith has come up with a drive that has the advantages of both a jet drive and a Kort nozzle with low-speed maneuverability and high-speed, fuel-efficient potential. According to Voith, the drive is capable of propelling a vessel at speeds up to 40 knots.

Like a pod drive, it sits outside the hull, saving space that would normally be taken up by the transmission (and maybe freeing up space for an SCR unit). Unlike a conventional ducted propeller, the unit has highly skewed propeller blades contained within a shroud rather like the jet engine on an airplane. It is steerable and has far higher speed capabilities than a Kort nozzle, plus it has high fuel efficiency. Voith says that the first Voith Linear drive will be placed aboard a wind-powered support vessel later this year.

WÄRTSILÄ CONCEPTS

The engine manufacturer Wärtsilä has suggested that even more changes will be coming to cut fuel consumption and emissions. Wärtsilä sees lighter vessel construction, the use of interceptor planes for faster craft (the U.S. Navy already has fitted wedge-shaped hull extensions on many frigates and destroyers and cut fuel consumption by several percentage points), counter-rotating propellers (similar to those used on the Fortjes drive system and Volvo Penta IPS), computer-operated pumps to reduce start-up loads and overall consumption, low-wattage lighting throughout the vessel and other systems that reduce house and engine loads. In other words, Wärtsilä sees a totally integrated house and engine control system designed to cut emissions by keeping energy usage low. For yachts, this could mean a far greater integration of key systems, multiplexing of all lighting functions and a huge reduction in the yacht's carbon footprint. ■

Available Technology: SELECTIVE CATALYTIC REDUCTION

Like a car's catalytic converter, a SCR unit reduces dangerous nitrogen oxides (NO_x) to water and nitrogen by injecting a Diesel Exhaust Fluid (DEF)—also known as AdBlue™ in the trucking industry—a solution of purified water and urea, into the exhaust stream. The urea turns to ammonia when heated and reacts with NO_x to create nitrogen and water. This system was patented in 1957 and has been used on trucks since 2010, but in the marine industry there is no infrastructure to store DEF as yet, even though urea is a commonly produced

agricultural product made from natural gas. Yachts will need to be fitted with tanks to hold the DEF. In trucking, storage tanks are kept at 12°F to keep the liquid in a slush form and increase the amount of material stored. From there it is injected into the exhaust stream through an atomizer. The length of the atomizer pipe is critical to successful mixing, but to shorten its length compressed air may be used to inject DEF into the exhaust stream. A larger yacht may need to be fitted with some form of air compressor to inject DEF and reduce the atomizer length.



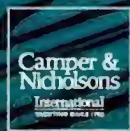
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Significant launches since the 2012 Order Book include 315-foot *Vava II* (above) from Pendennis Plus in the U.K. and 242-foot *New Horizon* (right) from Mississippi-based Trinity Yachts.



STABILITY RETURNS

GLOBAL ORDER BOOK MID-YEAR ANALYSIS SHOWS THE STATE OF THE INDUSTRY.

TEXT BY CAROLINE WHITE
AND RAPHAEL MONTIGNEAUX

AT THE DAWN OF 2012, members of the superyacht industry expressed satisfaction with a year of gradual but steady market improvement and cautious optimism about the future. “It’s a strong start this year, probably a bit better than last year” says Yachting Partners International CEO Bertrand Vogèle about the brokerage market. “The activity is pretty consistent—we have received a lot of inquiries and the quality of the inquiries has been good.”

With the brokerage market slowly rebalancing—a fairly steady stream of boats leaving the marketplace and a wealth of serious inquiries coming in—it’s hoped that the area of new builds may flourish again soon.

Halfway into a new year of tracking construction worldwide, do the numbers support the optimism?

AS LAST REPORTED

Our latest Global Order Book, with data collected as of September 1, 2011, showed 728 yachts under construction, but due to some projects not being reported for confidentiality reasons and other orders revealed after the deadline, the actual number reached 740. This shows a stability between 2010 and 2011—something not seen since the 2008 crisis.

NEW ACTIVITY

More stability is shown by the fact that 14 new orders were placed in the first quarter of 2012, the same as the first quarter of 2011. Since the last Order Book, there has been a total of 49 new orders and 66 launches. While this appears to continue the Order Book depletion, a trend that began with the 2008 financial crisis, these numbers don’t include production and semi-custom series yachts building on speculation. Taking those builds into

consideration means the Order Book remains on a stable track.

Our midterm analysis last year showed 734 yachts, and this year we reach nearly 750 yachts at the halfway point, which shows a slight elevation, but mainly a consolidation of the market. The final total in September 2012 should not exceed this level. The market of yachts of more than 130 feet LOA, like last year, is strong and stable, and it's encouraging that some recent new orders approach or exceed 300 feet and quite a few yards have new flagships under construction (see sidebar below).

Geographically we don't see any change, with European yards in first place and Italy leading in Europe. There have been some yard changes in Italy, such as the new Chinese ownership of the Ferretti Group, the rebirth of yards Baglietto and Cerri Cantieri Navali and, unfortunately, a couple of bankruptcies. Most of the Superyacht Builders' Association (SYBAss) shipyards, some of the most prestigious and well-reputed brands, show very good results with orders secured for the next three years.

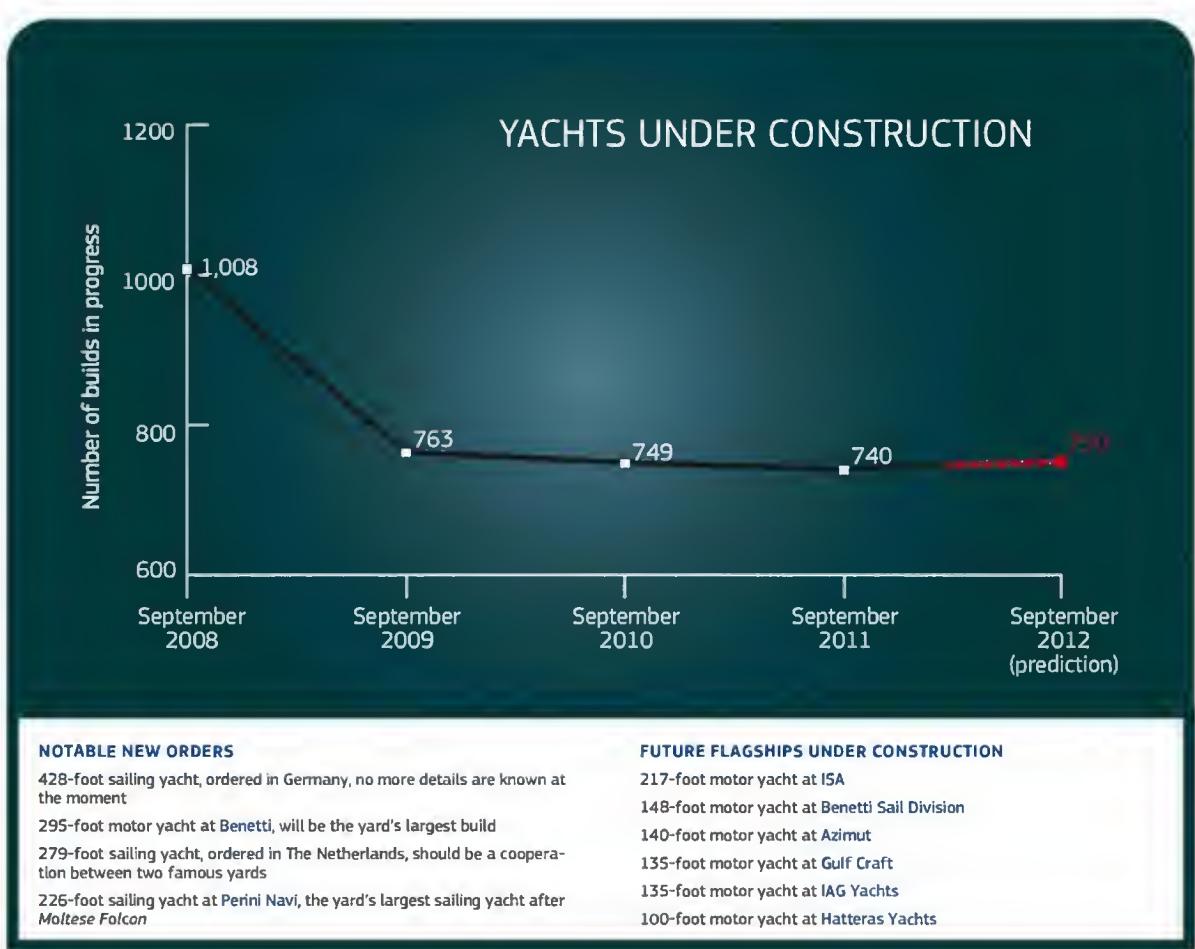
The U.S. also has recorded some recent large new orders. Washington State-based Christensen Shipyards signed two Custom series

contracts, for a 142-footer and a 160-footer, in the first quarter of 2012, which CEO Joe Foggia chalks up to customer service and quality. "We at Christensen are fortunate and appreciate the support from our repeat customers and the brokerage community.... I feel the industry as a whole will reward the builders who listen, provide top quality, great value and great service. It may be a long time before we see the heyday of 2004 through 2007 again, but in listening to the customers of today, with a little forethought, ingenuity in process, technology and design on a proven platform, one can build great yachts in today's climate."

In addition, projects that had stalled seem to be restarting, such as Palmer Johnson's Project Stimulus, a 215-foot motor yacht that sold at the beginning of the year and is now on track for a 2013 delivery.

THE BROKERAGE EFFECT

It's known that many owners would like to update their yachts, but they don't arrive to sell their current yacht at a good price due to a saturated market. A lot of yachts are available and prices are



low, which has an obvious impact on the number of new orders. "There are so many secondhand yachts on the market in the medium size range, say fifty meters, that this part hasn't really taken off for builders," says Peter Thompson, a broker at Ocean Independence.

In 2011, the brokerage market reached its highest level since the beginning of the crisis in 2008. The last quarter of 2011 and first quarter of 2012 closed 104 sales, slightly under the 114 sales in the same period last year, nevertheless 2012 has started at a solid level. The second quarter will prove to be a telling period for sales as it has been proven in years past, falling just before the summer season.

Sales are slightly slower than last year, with 51 yachts sold in the first quarter of 2012, compared with 56 in the first quarter of 2011. But Thompson believes the quality of the inquiries received so far bodes well.

"If you take our game to be a numbers game, if inquiries are up, the sales levels later down the track should follow," he says. "Anyone who was left hanging on from last year, waiting to get Christmas and New Year out of the way, it's now coming up to yachting season and they've re-invigorated their searches. We are seeing more interest."

When they do buy, Vogèle believes 2012 clients are seeking quality foremost. "The yachts built with a pedigree, for example, the Dutch and German yachts, are sold quicker than the others,"

"To sell a boat we really need three things: good yard, good condition and a competitive price. That's probably more so now than it was this time last year."

— BERTRAND VOGÈLE, CEO OF YACHTING PARTNERS INTERNATIONAL

he says. "There are fewer buyers than before, and they have had three years of low prices to study the market, to see what is for sale and what is available, to decide exactly what they want. So the average buyer is more mature than before."

"Now, to sell a boat we really need three things: good yard, good condition and a competitive price. That's probably more so now than it was this time last year," says Vogèle.

Also, 20 percent fewer yachts came onto the market in the first quarter of 2012 compared to the same period last year—a trend that could help rebalance the market, with the gap between yachts coming onto the market and sales shrinking.

"It's interesting to see we're getting calls. The world's still meant to be falling apart, but it's not," says Thompson. ■

Boat International Media's Market Intelligence follows new orders, launches and brokerage sales, analyzing the trends monthly at www.boatinternational.com





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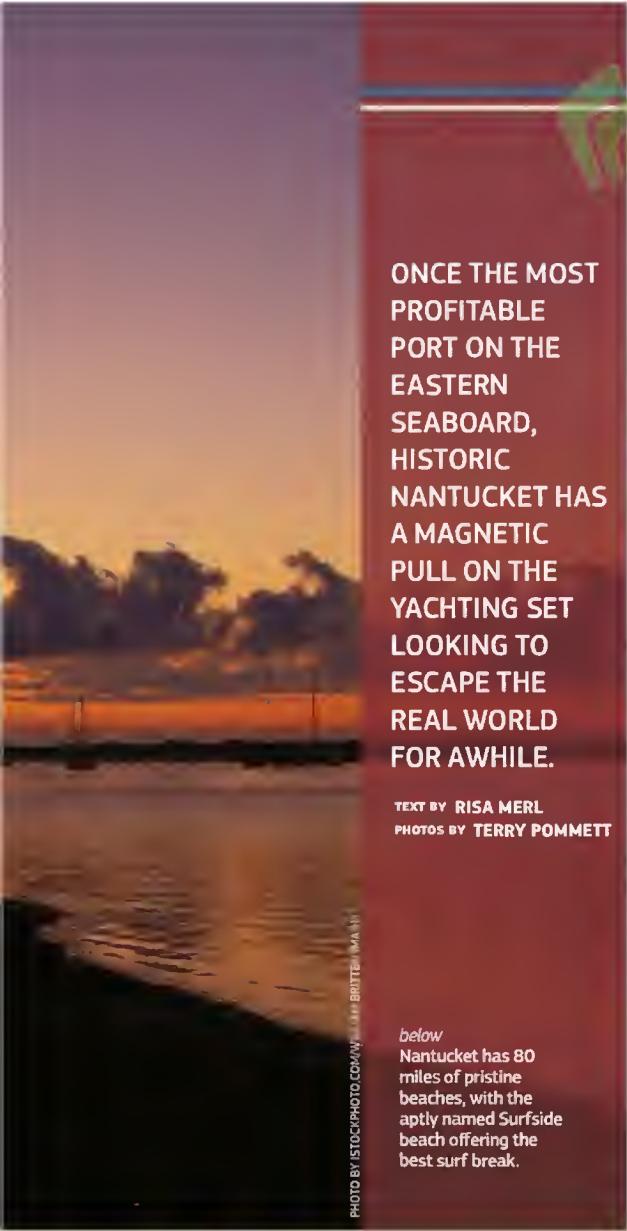


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an island
Worlds Away





ONCE THE MOST PROFITABLE PORT ON THE EASTERN SEABOARD, HISTORIC NANTUCKET HAS A MAGNETIC PULL ON THE YACHTING SET LOOKING TO ESCAPE THE REAL WORLD FOR AWHILE.

TEXT BY RISA MERL

PHOTOS BY TERRY POMMETT

PHOTO BY ISTOCKPHOTO.COM/WILSON BRITTON/MAG

below
Nantucket has 80 miles of pristine beaches, with the aptly named Surfside beach offering the best surf break.

"WHEN YOU'RE HERE, you forget the rest of the world is upside down." This wisdom breaks my reverie as I stand on the lawn of the stately White Elephant inn staring out at Nantucket Harbor. It's bursting with classic yachts of all kinds and sizes, from sloops to Trumpys to the iconic *Nantucket Lightship*—my home for the week. A woman has joined me to take in the sunset as it paints the harbor in a golden hue. She tells me she first came to Nantucket as a child, then brought her children here and is now visiting the grandkids, who are enjoying their own carefree Nantucket summers.

There are places that are passed down generation to generation, somewhere not quite home but where returning always feels like a homecoming. Nantucket is one of these places, an intangible heirloom that always will be in the family, whether or not that legacy involves one of the island's multi-million dollar properties.

I've already fallen under Nantucket's idyllic spell. The real world feels eons away on this little horseshoe-shaped isle 30 miles off the coast of Massachusetts. The pace of life is thankfully slower—walking or biking is a favored mode of transport, and the only rush seems to be when sailing to the mark on the racecourse. A lovely perfection permeates, not the contrived Disney kind, but the sort of nonchalant perfection that grows naturally when a town is built in boom times, nearly forgotten and then given a new lease on life.

In body and spirit, Nantucket is trapped in time yet also offers modern-day draws such as Michelin-starred restaurants opened by celebrity chefs—they're housed in historical buildings though. Wandering the cobblestone streets bordered by perfectly preserved pre-Civil War era homes, you see families happily lined up for more than a block at the town's favorite ice cream shop, The Juice Bar.

The best way to spend the day is on the water, escaping to a quiet anchorage or taking to the sea on a classic yacht. This is a place where kids roam free riding bikes and playing on the beach, and where the most important work of the day for grownups may be



Over the years, Nantucket has drawn its fair share of heads of state and captains of industry—and produced a few, too. R.H. Macy was a local who made his mark in retail in New York, and J.A. Folger left the island to go West and start a coffee company.



this page
Modern shops have taken up residence in historic buildings along the cobblestoned Main Street, and the island's century-old artistic revolution has lingered with more than a dozen art galleries on hand.



hoisting the sails and cracking lobster claws. It doesn't take a visitor more than a day to figure this out—and it's a secret that yachtsmen have long been in on.

Of course, it wasn't always this way. Back in the 18th and 19th centuries, when whaling ruled the waters and the economy, Nantucket wasn't a sleepy vacation spot but the largest and most important port on the eastern seaboard. Whale oil was highly coveted for use in lamps, candles and even food items. In 1715, six whaling vessels were operating out of Nantucket; during its peak as "the whaling capital of the world" more than 150 ships made port here, and by the early 1800s, the island had the highest per capita income in the U.S.

A few key events helped bring its heyday to a close. First, New

Bedford, with its access to land and railways, became the whaling hub, then kerosene and coal began to outweigh the demand for whale oil, and in 1846, the "Great Fire" destroyed all the docks and warehouses in town, ironically fueled by the oil stored there. By 1869, the last whaling ship left the island never to return, and the population plummeted from 10,000 to 4,000 as locals sought their fortunes elsewhere, many heading West in search of gold.

Nantucket slid into the Great Depression along with the rest of the country, but didn't rebound New Deal-style as there wasn't any new building or modernization. The next big draw for Nantucket was tourism; developers were wise enough to realize this is what people would want to see: the historic town with more than 800 pre-Civil War era homes, the original cobblestone roads laid in 1838, the untouched beaches and the island's natural beauty. The latter was particularly attractive to artists, who flocked to the island to draw and paint its beautiful beaches and dunes, setting off an artistic revival that never went away.

Preservation is still a priority. Nantucket has a strong sense of self; it doesn't want to end up like just any other resort island. Where, how high and what to build is strictly planned. It's no accident that all of the homes in the last century were built with cedar shingles that weather and turn gray in the salt air. While she is called "the Gray Lady" due to her regular fog spells, you could also imagine this name was inspired by the matching gray houses scattered everywhere.

The island has a half-dozen museums celebrating its roots, from the Whaling Museum with the skeleton of a 46-foot sperm whale hanging from the ceiling to the Nantucket Shipwreck and Lifesaving Museum. The extremely shallow, hazardous Nantucket Shoals, which extend 40 miles south and 23 miles east of the island, proved fatal for many traveling in nearby shipping lanes. To prevent this, numerous light vessels (floating lighthouses, in essence), dubbed lightships, were commissioned, starting in the 1850s. Seeing the lightship upon approach was a sign for sailors that all was well, and even in today's modern GPS times the rehabbed *Nantucket Lightship* is a welcome sight for yachtmen entering the harbor.

Built in 1950, Lightship WLV-612, known as the *Nantucket Lightship*, was the last to serve a full tour at the Shoals. When she was decommissioned in the 1980s, she had a brief tenure as an educational vessel, but her future was in question. Former Massachusetts Senator Bill Golden and his wife, Kristen, bought the vessel on eBay for a song—\$126,100 to be exact—and set about restoring and recreating her into a yacht fit to live aboard. "To me, saving this ship meant saving this tradition," says Bill Golden. "We hope this paradigm will be used to save other historical vessels."

Over a two-year refit, the stripped-out steel interior, which had only one narrow ladder connecting all the decks, was completely transformed. The Goldens had a vision, and Kristen studied design just so she could manage the project herself. While the vessel still might appear ship-like on the outside, she is outfitted to megayacht standards with five luxe staterooms, a



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The Brant Point Grill at the White Elephant hotel (left), a Nantucket institution, serves up a must-try lobster Bloody Mary. The island shows off its sophisticated tastes during Nantucket Restaurant Week held at the beginning and the end of summer.



BILL GOLDEN'S NANTUCKET

Bill Golden's ties to Nantucket go way back. Before serving as Massachusetts' Senator, Golden once bused tables at Nantucket's White Elephant inn. His love for the island runs deep. "The essence of Nantucket is the mystique of the island, something self reliant," says Golden. "It's the tradition and history of the elements of both earth and water."

It was a labor of love when he and wife Kristen decided to restore the *Nantucket Lightship*, and there's nothing they enjoy more than hosting guests aboard the famed vessel and introducing people to this special island.

Why Nantucket? There is no more beautiful harbor than Nantucket Harbor defined by its clean water, pristine barrier beaches and postcard-perfect waterfront.

What's the biggest attraction for guests? Getting marooned on a fog-bound island with diverse and exotic comrades cast adrift in time and space from all mundane worldly concerns.

Best harbor? Nantucket Harbor off of Coatue



SUMMER Sailing 2012

Figawi Race
May 26-28, 2012

Nantucket Race Week
August 11-19, 2012

Opera House Cup
August 19, 2012



What's the first place you like to take guests?

The Wharf Rat Club

Best beach? Surfside

Favorite tourist attractions on the island? Main Street, the waterfront, Atheneum, Quidley and Company Art Gallery, the Whaling Museum, the Nantucket Lightship Basket Museum and the Shipwreck & Lifesaving Museum

Best dinners? On board the *Lightship*, catered by A Taste of Nantucket

Best lunches? One of the great chowder houses.

Favorite time of year in Nantucket? August and September

Favorite part of yachting in Nantucket? I particularly enjoy being aboard the *Lightship* at night anchored between Coatue and Brant Point watching the stars in a crystal clear sky, gazing at the twinkling town lights on port and the unspoiled barrier beaches to starboard...listening to the fish jump around the ship. One of the largest stripers I have ever caught, I caught standing at the entry of the main salon inside the *Lightship*.



fact file

POPULATION: 10,000 year-round, and soaring to 50–60,000 in the summer months.

TIME ZONE: GMT -5

CLIMATE: 70°F and sunny in the summer; lows of 20° to 30°F with occasional snow in the winter.

WHEN TO GO: Memorial Day through Labor Day is the traditional high season, but the island can be lovely during the quiet off-season.

AIRPORT: Nantucket Memorial Airport

GETTING THERE: Flights from New York, Boston, D.C. or smaller cities in Massachusetts (New Bedford, Hyannis, etc.), or catch the ferry from Hyannis.

GETTING AROUND: Go car-free by walking, biking and taking advantage of the island's well-run taxis, shuttles and buses. If you want to rent a car, why not get into the spirit of the island's history and rent a classic—from a 1928 Model A Ford to 1931 New York Taxi Cab—through Island Buggies. www.islandbuggies.com

YACHT BERTHING:

Nantucket Boat Basin
(508) 325-1350
www.nantucketboatbasin.com

2012 EVENTS:

Restaurant Week
June 4-10 and September 24-30, 2012

Nantucket Noel

November 23-December 31, 2012
Christmas Stroll Weekend
November 30-December 2, 2012

TOURISM: www.massvacation.com/rtc/nantucket.php



marble-laden kitchen and various entertainment spaces, including a game room. As the only fully operational lightship in the U.S., she charters out of Nantucket and has hosted celebrities and statesmen, including Massachusetts' own Ted Kennedy. Her vast deck with intimate tucked away spaces—alcove chairs here and hammocks there—is the best spot to watch the start of a race from Nantucket Harbor.

While Newport and Annapolis might vie for the title of U.S. sailing capital, Nantucket is where sailors—from novice to America's Cup level—flock when they want to play. Each summer, the island hosts its eponymously titled sailing week, which is capped off with the Opera House Cup Regatta. Like any good Nantucket tale, the story behind this event is a colorful one, having little to do with actual fat ladies singing. The Opera House was a chic restaurant on the island, ran by a charismatic proprietor, that would really get swinging after hours when the rest of the island shut down. In 1973, the owner had the idea to

start a regatta dedicated to wooden sailboats; the trophy would be an ice bucket. Back then, only a handful of boats made it to the start line; today around 60 classics show up for this event.

Nantucket is also geared up to meet the needs of modern-day megayachts. The 240-slip Nantucket Boat Basin can accommodate 300-foot-plus yachts. As well as being a tantalizing destination in itself, the island makes a convenient stopover for yachts traveling along the East Coast. The marina is located at the base of Main Street, adjacent to a grocery store and seafood shop for easy provisioning.

The name Nantucket comes from a Native American word that translates roughly to "far away island." Back then, being 30 miles from the mainland was pretty far, but the original inhabitants were also somewhat clairvoyant. The farthest flung Massachusetts coastal island does provide a much-welcomed bubble where the woes of the world seem unable to harm it—a picture-perfect place to get far, far away from it all. ■

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NEW ENGLAND...

FIVE LOCAL YACHTSMEN SHARE THEIR FAVORITE
UNCROWDED SUMMER CRUISING GROUNDS.

TEXT BY GRACE TROFA



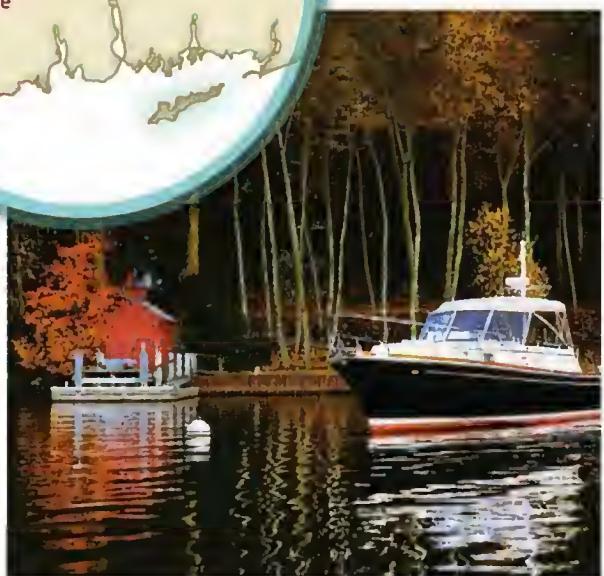
rediscovered

The hot spots in New England are well known—Nantucket, Martha's Vineyard, Cape Cod—but where do yachtsmen hide out when they want to get in touch with nature, to breathe in the salty, crisp air and find themselves in the increasingly rare scenario of being the only boat in the cove with not a boat in sight for miles? Pull out those worn Top-Siders, wooly sweaters and yellow slickers; welcome to New England.

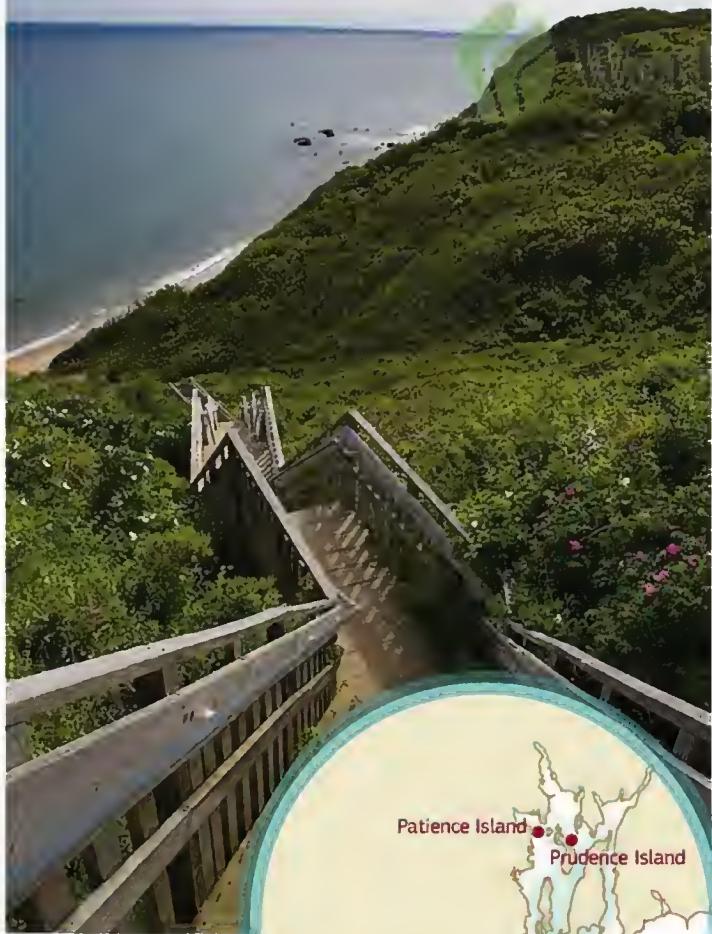
CONNECTICUT

"Hamburg Cove is a well-kept secret and a wonderful place in the Connecticut River," says Rives Potts, current rear commodore of the New York Yacht Club and sailor for 57 years, participating in 20 Newport Bermuda Races and five America's Cups. "In the old days, people would tuck in there to escape a hurricane. It is very small; you go in up the Outer Cove then to the Inner Cove. It's absolutely beautiful, especially in the autumn with the changing leaves, plus it's freshwater, good for swimming. It is not unlike Maine with woodland and hills and colonial-era houses, except you don't have to go three hundred miles to get there!"

"Further up the cove, you probably can't have more than a six- or seven-foot draft, there's a tiny boatyard that works on wooden boats, Cove Landing. It's very, very friendly, like going into an old country boatyard in an area that is like a step back in time," says Potts.



this page
Located on the Eight Mile River that flows south eight miles into the Connecticut River, Hamburg Cove is divided into two separate coves. Visit the Hamburg Cove Yacht Club and Cove Landing boatyard in the Inner Cove and the pristine, quiet waters of the Outer Cove.



dMags.net



this page
An alternative to Nantucket or Martha's Vineyard, Block Island offers 17 miles of beaches, a thriving casual nightlife and nature trails. Take an island tour by taxi as there are no public bus tours or trolleys; your driver will narrate your journey.



RHODE ISLAND

Another of Potts' favorites is **Block Island**. "I can talk to you about Block Island all day long," he says. "Block Island is fabulous. Old Harbor and Great Salt Pond are the places to go. You have a very narrow entrance coming in from the west [to Great Salt Pond], but once you get in, the pond opens up quite a bit. There are three or four marinas if you want to tie up on the dock. There are great restaurants; during the summer there is always something going on. It's a great place to bicycle around the island or just take walks. It's like being in Scotland."

Halsey Herreshoff, a former America's Cup navigator and tactician, echoes Potts' sentiments. "Block Island has always been one of my favorite places. It has a terrific harbor, not very good holding ground, but well protected. You feel isolated but tight with the other islanders; they all help each other. The hope is it will remain that

way and not get too gentrified."

When Herreshoff was a child, his grandfather, the famous yacht designer of the America's Cup J boats, Captain Nat Herreshoff, called him and his brother to his bedside and presented them with a globe, hoping that it would inspire them to see the world. For Halsey, it certainly has, but not surprisingly, some of his favorite destinations are very close to his home in Bristol, Rhode Island.

"**Patience and Prudence Islands** off of Bristol are another favorite," he says. "My family on my mother's side came from Prudence Island. The best anchorage is between Patience and Prudence Islands, which has sort of a narrow channel. For many years, Prudence Island was pretty much a summer colony, but the ferry, which my grandfather [Halsey Chase] started, provided great service and many now work on the mainland. There is a different feel on an island; it draws the people together and they help each other. There used to be a lack of rules; children twelve years old drove the cars around and no one much cared, and the cars that went over were driven until they were dumped, some not even licensed. Patience is not occupied; people visit, land on the beach. [It's a] very pleasant place. Sailing in the harbor between Patience and Prudence is probably underappreciated."



MASSACHUSETTS

The Elizabeth Islands are like a string of pearls stretching from Woods Hole to Cuttyhunk, largely undeveloped albeit a few private homes. All except two islands are owned by the Forbes family.

"**Tarpaulin Cove** on the south coast of Naushon Island [one of the Elizabeth Islands] is another fabulous place," says Potts. "There's no town, nothing's there, just a fabulous, fabulous anchorage; you feel like you are down in the Caribbean. If you are going up on Vineyard Sound, towards Martha's Vineyard, it is on the port side, a nice little cove that dips back into Naushon Island. It has deep water, beautiful white sandy beaches, just a quiet place if you want to get away from it all. There's great anchorage in the cove, even for big boats, and you are out of the strong two- to three-knot current in Vineyard Sound."

"Another great place nearby is called **Hadley Harbor**, on the northeast tip of Naushon Island," Potts continues. "It's right in the Woods Hole thoroughfare; it is really neat. Hadley Harbor has an outer harbor where you can anchor; there's no commercialism. We have taken the New York Yacht Club cruise up there and had one hundred-fifty boats anchored; it's nice and deep, good for megayachts. The nice thing is once you have anchored you are very, very well protected against the southwest winds and pretty much anything unless it's a strong northeastern.... There's very good swimming, white sandy beaches there, too. If you have a tender or dinghy, you can go across the channel into Woods Hole and visit the Woods Hole Oceanographic Institute. Or in the other direction, which is going into Naushon Island, there is a tiny cove you can go in with a forty- or fifty-foot boat or by dinghy and there are little fingers of water that go up inside the island. You can literally tie up to a tree and have plenty of water and anchor for the night. It is absolutely secluded, not a person around—it is unique."

"Though I have sailed all over the world, I am particularly fond of these islands near Bristol, the whole area is wonderful," seconds Herreshoff. "Hadley Harbor is one of my favorites. Years ago, we were invited over to take a look at their three original Herreshoffs, built in 1914, that sat in the harbor, and later we were given a horse-drawn carriage tour around the island. It is a charming place and a beautiful, small, protected harbor; the southeast corner has a bunch of rocks to avoid, but it's just as nice as many of the remote harbors in Maine. You could even imagine you were in Maine, except the weather is better."

Herreshoff also recommends **Osterville** on Cape Cod. "It's a really nice harbor which is underappreciated because people tend to go into Hyannis, which is better known. It has a sort of intricate entrance, a small landing and is a beautiful place."

this page

Although Naushon Island is owned by the Forbes' Naushon Island Fund and is mostly private, Tarpaulin Cove (center right and top) and Hadley Harbor (bottom), have been opened for public use. Up on Nantucket Sound, Osterville (center left) enjoys a bustling shoreline during the summer months.

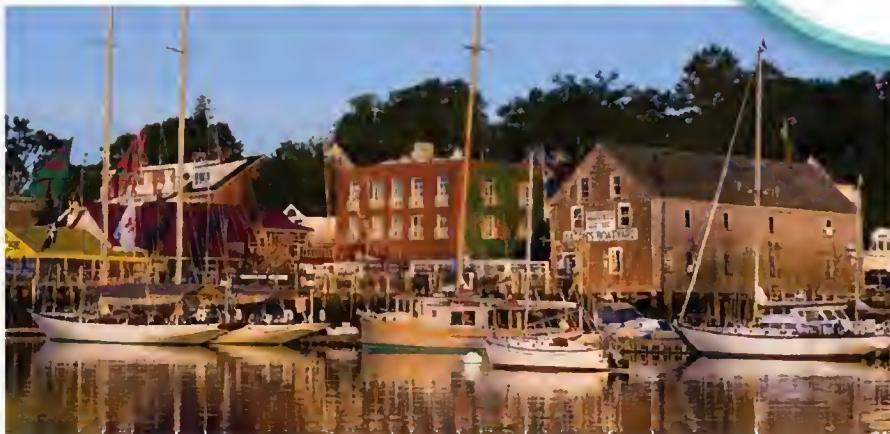


PHOTOS BY PAUL REZENDES (TOP, CENTER RIGHT, BOTTOM), CAPE COD CHAMBER, PAUL RIFKIN COTOUT (CENTER LEFT)

MAINE

Not surprisingly, Maine is a favorite destination among seasoned New England yachtsmen and I mean way Down East, cruising islands edging on the Canadian border. Say goodbye to civilization and be sure to carry enough provisions or you will be eating off the land; in this case that means lobster, clams and blueberries, lots of blueberries. Expect tidal ranges of 20 feet or more. Seals, ospreys and bald eagles will be your frequent companions and dense fog is a way of life among the uninhabited islands, narrow bays and countless estuaries. There must be a hook, as boaters seem to return like migrant whales, year after year.

"Maine is difficult to describe; you have to visit. It has a unique smell, a scent of the deep ocean and lots of pine, and the air is so clear in the evening," says Chuck Townsend, a former commodore of the New York Yacht Club, who has been cruising Maine waters for 35 years. "Every once in awhile a summer run across the bank produces the greatest whale watching experience you could possibly describe. I've seen as many as twenty-five to thirty whales just basking in the sun or asleep on the water surface. The water would be so loaded with whales you feel terrible about disturbing them; you have to run carefully, dodging them. It is an amazing life experience."



this page
The West Quoddy Headlight (top) in Lubec, Maine, is the easternmost point in the U.S. Maine is well known for its abundance of wildlife, including bald eagles.



"While our children were growing up, we'd cruise Down East for a month every summer, always Maine. It

was magical; you had a sense of being on an adventure.... In early August you can get beautiful, clear, bluebird days. We felt we were somewhere primordial. These are the impressions that our children still carry, as do we." – CHARLIE DANA

off to the side, to get out of the current. It's a big cove, very, very remote, very peaceful; you rarely hear the sound of the lobstermen, you never see a light at night and generally don't see another boat," says Dockery.

Aboard his 92-foot *Burger Current Issue*, and bringing his sailboat *Fidelio* along for races, Townsend enjoys gunkholing along the Maine coast. "Starting at Boothbay Harbor, we work our way up by New Harbor and Round Pond, then over to Castine, then around Camden and from Camden we go east and gunkhole our way as far east as we can get," says Townsend. "The boat is at anchor most of the time, sometimes at a marina but frequently we are the only boat in an overnight anchorage. The other fun things about Maine are buying fresh lobsters directly from the lobstermen, exploring the deserted islands, taking a dinghy ashore, walking on the islands where there are no inhabitants—that's what Maine is about."

AND BEYOND

For even more remote cruising, Charlie Dana, former commodore of the New York Yacht Club and owner of Newport Shipyard and 71-foot ketch *Saint Roque*, recommends going farther afield. "My favorite area would be the south coast of Newfoundland" says Dana, "from Baddeck in Nova Scotia and across the Cabot Strait, exploring the outports," which he describes as villages that house small communities, accessible only by boat. When the population drops below a certain number, villagers need to pack up and move to another outport to create a critical mass. "You have these great people who live very isolated lives, their homes are small perches by the water and they live off the sea," Dana contin-

fact file: OWNERS' ADVICE

WHEN TO GO: Summer months, but specifically August for Maine cruising: "The Maine mosquitoes are something to talk about, they are the size of small bats. You don't want to be up in Maine in June, and in July you deal with teeny black flies that are pests, but the mosquitoes are really something." – Chuck Townsend

CLIMATE: "Sitting in fog amplifies the sounds from everywhere, but sit tight, it clears, it always clears!" – Chuck Townsend

MAINE CLIMATE: "When it is beautiful, it is very, very beautiful and when it's not, it's really not. You want to be prepared for forty degrees at night, and it's a good idea to have screens because they have horse flies up there that have been known to take children away!" – Joe Dockery

MAINE CRUISING:

"There's a lot of open water and very deepwater anchorages, thirty to fifty feet, carrying lots of chain is the safest bet. There are very protected anchorages and it is a well-protected cruising ground with very little exposure to big ocean swells." – Chuck Townsend

MAINE PROVISIONING:

Cruising the far east of Maine, "if you need a quart of milk or a pound of butter up there, I think you'd be okay but if you need anything, what people today consider normal, like some nice cheese or decent wine, you won't find it. Provision in Bar Harbor." – Joe Dockery

HAMBURG COVE:

"You will be limited a little bit by size as the bridge north of the river is eighty-five feet tall, and to get through the entrance you must have less than a nine-foot draft; it's best to go in at high tide. Call ahead if you want a mooring." – Rives Potts

HADLEY HARBOR:

"Woods Hole has a ferocious current that goes through there, but at Hadley Harbor you are out of the current." – Rives Potts

HAZARDS TO NAVIGATION:

"Lobster pots are a hazard that comes with the territory, but they're less of a problem than you would expect and shouldn't be a deterrent to anybody to take a motor yacht up to Maine." – Chuck Townsend

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ues. "The beauty is beyond belief—waterfalls everywhere, some up to six hundred feet high. In most places you don't see any people or boats. I think what is most eerie is going to an abandoned outport where the ravages of the climate have taken away basically everything. You can find remnants of civilization, like an old potbelly stove or gravestones; the strongest thing that remains is the town wharf. It was magical...." ■

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YOUNG DESIGNER OF THE YEAR

LOOKING FOR YOUR BIG BREAK
INTO SUPERYACHT DESIGN?

The Young Designer of the Year Award recognizes the achievement of an outstanding young designer and the potential impact of their work on current or future superyacht design.

Entries are invited from current students of yacht design and practicing yacht designers who qualified in 2010 and thereafter. The Award will be judged by an expert panel of high profile superyacht designers and the winner will be invited to accept the prestigious Neptune Award at the ShowBoats Design Awards gala evening in Monaco on 22 June.

The winning designer will receive a prize of €5,000.

Additionally, the winner and top five competition finalists will benefit from a host of incredible opportunities aimed at advancing their early design careers, including complimentary access to the two-day Superyacht Design Symposium and an all-expenses paid trip to visit Lürssen shipyards in Bremen and Rendsburg.

A further discretionary prize, awarded to the highest ranked student of yacht design, will be a two-week work experience attachment in an established yacht design office.

ENTRIES CLOSE ON 9 MAY, 2012

For more information on the Young Designer of the Year Award, please contact:

Roger Lean-Vercoe
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 Monte-Carlo, Monaco
- 22**
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Newport Bucket
 Newport, Rhode Island



EVENT RECAPS

ST. BARTHS BUCKET,
 LES VOILES DE ST. BARTH
 ST. BARTHS, F.W.I.

PAGE 107

SEPTEMBER

OCTOBER

NOVEMBER

Determining the Winners

A Message from the Chairman

By the time you've read this, the 2012 World Superyacht Awards will be over and there will be ample celebration as well as a touch of disappointment in the air. Of course, we would like everyone to be a winner and, in many ways, this is the case, as all the finalists—who have already gone through a thorough selection process—are examples of the very best yachts launched last year.

Some of the more cynical readers might imagine that the judging is done by a couple of people within the cozy confines of an editor's office as they gleefully unwrap presents from the competitors, but nothing is further from the truth. One of the most important features of the World Superyacht Awards is the dedication and diligence with which the judging is carried out.

This year, well over 100 yachts were nominated, far too many to be properly considered in a single day of judging. So this number was reduced to 63 finalists by a shortlisting committee of Boat International Media editors and writers, a group who's probably seen more of the nominated yachts and know more about them than any other.

For the main judging, which selects the winners from this list of finalists, we assembled a 17-strong jury composed of 15 past or present superyacht owners and two industry professionals. Comprehensive 400-page dossiers of detailed information were sent to the judges so they could prepare for the meeting: photographs, statements from owners, designers and builders, as well as specifications and drawings of each finalist. This year, the judging was held in the beautiful

surrounds of L'Albereta (pictured), a five-star Relais & Châteaux resort in the province of Brescia in the Italian region of Lombardy.

The judging is quite simple and extremely fair. Before the meeting, we try to ensure that every finalist is visited by at least one judge. At the meeting itself, any judge with a connection to any of the finalists takes no part in the judging of that specific category. Then, category by category, we screen the pictures of each finalist, and those judges who have seen the yacht brief the jury on aspects of construction that cannot be determined from photographs. Following this, we hold a round-table discussion on the yacht in question before judges complete a detailed marking sheet. The judging sheets are collected, the marks totaled and a winner for that category is declared. At the same time, judges may propose that certain yachts receive a "Judges' Commendation" for outstanding achievement and these, too, are discussed and voted on.

This is a time-consuming and detailed process but one that is carried out with extreme diligence to ensure a fair result. I would like to thank the jury for their dedication in selecting the winners, who, following such a thorough process, should be extremely proud of their Neptune trophies.

— ROGER LEAN-VERCOE, CHAIRMAN OF THE JURY

Boat International Media would like to thank Terra Moretti, silver sponsors of the World Superyacht Awards 2012, for hosting the judges so generously during their time at L'Albereta.

MARK YOUR CALENDAR

LORO PIANA SUPERYACHT REGATTA
June 4-9, 2012

NEWPORT CHARTER YACHT SHOW
June 18-21, 2012

THE RENDEZVOUS IN MONACO
June 21-24, 2012

SHOWBOATS DESIGN AWARDS
June 22, 2012



REGISTRATIONS FLOOD IN FOR LORO PIANA SUPERYACHT REGATTA

Organized by Boat International Media and Yacht Club Costa Smeralda (YCCS), this popular event attracts a spectacular fleet of the world's most notable and award-winning sailing superyachts.

The fifth edition of this well-established Mediterranean superyacht regatta has been extended to include five race days for performance yachts; the cruising class will race on four days with one lay day. The Notice of Race is now available to download through the website.

Yachts will race in the stunning waters of Sardinia's emerald coast under IRC rating, which has been orga-

nized by the expert international committee of YCCS. The yachts in the cruising class will compete for the coveted Loro Piana Prize—the Silver Jubilee Cup by Boat International Media—while yachts in the performance class will vie for the Loro Piana Cup.

The fleet comprises both classic and modern designs from some of the world's leading shipyards including Fitzroy Yachts, Southern Wind, Royal Huisman, Wally and Perini Navi. The full entry list and details of the social program can be seen online at www.loropiana-superyachtregatta.com.

SHOWBOATS PARTNERS WITH THE NEWPORT CHARTER YACHT SHOW

ShowBoats International and sister publication *Dockwalk* have partnered with the newly revamped Newport Charter Yacht Show, which celebrates its 30th year. This four-day event, to be held June 18-21, is dedicated exclusively to yacht charter professionals—agents, owners, brokers and captains—in picturesque Newport, Rhode Island.

The show is now owned and operated by Newport Harbor Corporation, which also owns the Newport International Boat Show that takes place annually in September.

The four-day event will showcase luxury yachts from 50 to more than 300 feet available for charter as well as services and amenities, such as builders, brokers, electronics, communications, products and accessories, available to support charter yachts and their crews.

Forums and seminars will include highly qualified speakers and industry experts, addressing topics specific to the charter yacht industry, and a culinary competition will have charter chefs competing for top honors. For more information, visit www.newportchartershow.com.



CELEBRATING SUPERYACHT DESIGN IN MONACO

The Principality of Monaco will once again welcome a fleet of sail and motor superyachts for four days of fun on the water and glittering social events on land at The Rendezvous in Monaco, taking place June 21-24.

Superyachts registered to attend this year's event include Trinity's 164-foot *Norwegian Queen*, Benetti's 200-foot *Diamonds are Forever*, the 180-foot Heesen *Quinta Essentia* and Delta's 147-foot *Gran Finale*, and berths along the privatized Quai des États-Unis are filling fast.

This year's program features a cruise in company to Saint Jean Cap Ferrat, the famous Diamonds & White Party at Cap d'Antibes, plenty of the fun on the water courtesy of Yacht Club de Monaco and the social high-

light of the event—the ShowBoats Design Awards at the Monaco Opera House on Friday, June 22.

An outstanding list of finalists—available to view at www.showboatsdesignawards.com—are in contention to receive a coveted golden Neptune trophy at the gala evening, with many of the finalist yachts attending The Rendezvous and participating in the full four-day program of activities.

Last minute single tickets and tables of 10 for the gala evening are available for purchase; applications can be made online at www.showboatsdesignawards.com/tickets/.

Packages are available for yacht owners and designers attending who wish to participate in the full Rendezvous social program. www.superyachtrendezvous.com



For further event information, contact Alexis Davis at +44 (0) 20 8545 9334, alexis.davis@boatinternationalmedia.com, or Holly Lunn at +44 (0) 20 8545 9336, holly.lunn@boatinternationalmedia.com.



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ST. BARTHS

Sails

The sleepy, sun-drenched island of St. Barths is the place to see and be seen, especially in March and April, when salty sailors, hired tacticians, sailing yacht owners and their families converge on Gustavia Harbour for two high-caliber events, the St. Barths Bucket and Les Voiles de St. Barth. Both regattas drew a record number of entries, including the ever-captivating group of J Class beauties. Blistering winds and soggy sails dogged both events, but the racers' spirits weren't dampened as everyone enjoyed sailing the crystal blue waters and celebrating on land.



St. Barths Bucket

March 22-25, 2012

TEXT BY ALESSANDRO VITELLI PHOTOGRAPHY BY BILLY BLACK, DANA JINKINS AND CORY SILKEN

TO NO ONE'S SURPRISE, the 2012 St. Barths Bucket settled the oft-mooted question of whether bigger is, in fact, better. It is. At least it is when it comes to racing in a near-perfect venue. It most assuredly is when it involves 47 magnificent sailing megayachts.

One of the most telling indications of the importance and caliber of the St. Barths Bucket as a premier yachting event is the substantial support it receives from its sponsors, all members of the megayacht industry; not only financially, which one could argue is easy as it merely involves writing a check, but in displacement—to employ a proper nautical term. Perini Navi, for instance, practically owned Les Grandes Dames des Mer class, with nine out of the 10 entries. Along the same lines, Ed Dubois, another Bucket sponsor, designed 10 of the 11 Mademoiselles des Mers. Needless to say, the builders and designers list read like a "Who's Who" of the megayacht industry.

Surely none of the Bucket participants will hold it against me when I say that the stars of this year's regatta were the four J-Class yachts: *Ranger*, *Hanuman*, *Endeavour* and *Velsheda*. To quote Norma Trease, who wrote the race summary for the Bucket Regatta, "... to see four of these simply awe-inspiring [J-Class] yachts out sailing on the turquoise Caribbean waters was probably closer to a holy experience for anyone who has any interest in the history of yachting..."

The day before the actual regatta, the two restored 1930s boats, *Endeavour* and *Velsheda*, were joined by the two new replicas, *Ranger* and *Hanuman*, in what was essentially a four-way match race, with the 1934 vintage *Endeavour* taking line honors. They continued their race-within-a-race in the three days that followed, providing everyone with an incomparable spectacle.

After a first day of rain squalls (a.k.a. "free rinse cycles," much appreciated by the hard-working crew), the weather

WINNERS

Overall

1. *This Is Us*
2. *Lady B*
3. *Blue Too*

Les Gazelles

1. *Mari-Cha III*
2. *Firefly*
3. *P2*

Les Grandes Dames

1. *Parisifal III*
2. *Panthalassa*
3. *Axia*

Les Elegantes

1. *This Is Us*
2. *Blue Too*
3. *Windcrest*

Les Mademoiselles

1. *Lady B*
2. *Ganesha*
3. *Twizzle*

J Class

1. *Endeavour*

*left page*

Zenji, a Perini Navi ketch (top right); Antara's owner accepts the Skullduggery Award (bottom right).

right page

Blue Too brings out the spinnaker (far right top); *Ranger*'s crew work the lines (far right bottom); *Les Mademoiselles* round the course (bottom right); winner of *Les Grandes Dames*, *Parsifal III* (bottom left); Pamela Maldonado and Captain Tim Laughridge, Bucket executive director (center).

gods kicked in with flag-crackling proper trade winds, and the sailmakers enjoyed an unusually high casualty rate of torn spinnakers. In *Les Grandes Dames*, *Parsifal III* again brought in a solid first in class while *Panthalassa* edged into second place. The 13-strong participants of *Les Elegantes*, which brought together modern and older classics, included big name-yachts such as *Athos*, *Adela*, *Whisper* and *Meteor* with the Hoek-designed *This is Us* sweeping the first place in both its class and the overall prize a full five minutes ahead of second-place class recipient, the 111-foot Alloy *Blue Too*. *Les Mademoiselles* class, dominated by Dubois-designed beauties, was a hard fought win for *Lady B*, a 147-foot Vitters. The *Les Gazelles* class reveled in their longer course with the likes of *Velsheda*, *Unfurled*, *Ranger*, *Endeavour* and *Virago* battling it out, which resulted in *Mari-Cha III* taking first.

If we follow the "bigger is better" line of reasoning, we also must allow for its "bigger is scarier" corollary. Indeed, the new

219-foot *Hetairos* experienced a narrow escape after grounding during a disputed luffing maneuver with *Endeavour* and hitting a rock. Fortunately, the crash zone of the keel bulb did exactly what it was supposed to do and there was no further structural damage to the rest of the keel or its lifting system.

When a cluster of 150-foot-plus yachts converges on a turning buoy, most of our cherished right-of-way constraints are basically inapplicable. What does apply, and is applied with gratifying results most of the time, is consummate seamanship and plain common sense, although the 40-meter minimum distance between yachts rule occasionally did seem to be reinterpreted as the 40-foot rule.

The 2012 St. Barths Bucket maintained its reputation for "winning the party" unblemished. Everyone—Bucket veterans and newcomers alike—got to revel in the sailing atmosphere of the St. Barths Bucket. And once again, the regatta lived up to its most demanding expectations. ■



Les Voiles de St. Barth

April 2-7, 2012

TEXT BY ROGER MARSHALL PHOTOGRAPHY BY LES VOILES DE ST. BARTH

IN ONLY THREE YEARS, Les Voiles de St. Barth has evolved into a popular stop on the Caribbean racing calendar. From 28 boats in 2010, to 48 in 2011 and now 58 this year, the event has enjoyed steady growth. On the eve of this year's regatta, the port of Gustavia was filled with an amazingly diverse array of race boats: ocean-racing maxis, including the 90-foot *Rambler* and the Swan 112 *Highland Breeze*; classic racers such as the Olin Stephens-designed *Dorade* and the Fife-built yawl *Mariella*; a trio of IRC 52s; multihulls, including the 66-foot Gunboat *Phoedo*; and two large racing classes with a mix of Melges and J boats.

On the first day of racing, French and English words intermingle as I joined the race crew aboard *Sojona*, a British-owned 115-foot Farr design. Unfortunately, the weather wasn't cooperating and *Sojona* trailed the faster and far lighter *Rambler* and the Dutch-built 115-foot *Firefly* off the start line in an eight-knot breeze. As befits a yacht built to cross oceans, *Sojona* likes more wind. "We need the wind to be at least twelve knots, but more is better," the captain, Whitbread round-the-world-race winner Lionel Pean, confided as the breeze wavered. Later in the day, it came on a little stronger and *Sojona* passed two rival yachts, but even that wasn't enough to make up the deficit and

WINNERS

Classic

1. *Dorade*
2. *Mariello*

IRC

1. *Mayhem*
2. *Vesper*
3. *Power Play*

Maxi

1. *Rambler 90*
2. *Niloya*
3. *Selene*

Multihull

1. *Paradox*
2. *Phaedo*
3. *Royon Vert Ville de St Francois*

Non Spinnaker

1. *Shamrock VII*
2. *High Tension*
3. *Alpha Centauri*

Spinnaker 1

1. *Caors Light*
2. *Lazy Dog*
3. *Mae-Lio*

Spinnaker 2

1. *Defiance*
2. *Decision*
3. *Affinity*



left page, clockwise from top left
Sojono passes one of the smaller classes as she powers towards the finish line; the fleet in Gustavia Harbour; *Sajana*'s crew hoists the mizzen staysail while Captain Lionel Pean plans his next move; the crew of *Powerplay*, the Maxi class on the course.

right page, clockwise from top left
Ambersail on an upwind leg; crew compete in a lay day paddleboard race; *Rambler* skipper, George David, and crew accept the Maxi top prize; *Phœdo*'s mate Nick Crespi and owner Lloyd Thornburg; new F-class *Firefly*; *Vesper* changes sails during Friday's round-the-island race.

she finished down in the standings.

Put together 80-degree temperatures, blue skies and seas, a wonderful island atmosphere and some hot competition and you have all the ingredients for success, except nobody told the wind gods. In fact, the strongest winds came on the lay day when the sailors were ashore enjoying paddleboard racing and red wine at Nikki Beach. The next day saw stronger winds than the first though, and I sailed aboard *Firefly*, a 115-foot radically new F-class design intended to sail faster than a 130-foot J class.

Friday, on board *Firefly*, we sailed around the island, which meant a power reach down the backside. As we powered toward the start line, the weather gave an indication of what the day would be like when a sharp, short shower blasted across *Firefly*, but this being the Caribbean no one bothered with foul weather gear. We hit the start line right on the money at full speed and led the way inshore. This had the makings of a great race, but

the wind gods decided otherwise and the headsail split across the middle. The foredeck crew set a staysail and readied a second headsail, but the damage was done as other yachts sped past.

After, we rounded the weather mark, set the gennaker and blasted along in 15 knots of wind, passing smaller craft that desperately tried to claw to windward where they wouldn't get blanketed by our huge sails. We jibed and headed towards the top of the island. This was sailing as it should be—warm, windy and fun. The Dutch crew rode the rail as *Firefly* tore along at high speed. Just to dampen the mood, another sharp shower lashed at us, but it was short and we passed the legendary, recently restored *Dorade*. Then the race was over and we headed in, drip-drying in the sunshine.

One more race on Saturday, this time a very light air affair, gave the big boat prize to *Rambler*, but the entire fleet enjoyed what is rapidly becoming one of the Caribbean's most fun-filled regattas. ■





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HOW TO GET THE

food budget right

THE CHALLENGE OF PROVISIONING EFFICIENTLY

ALARGE LINE ITEM IN THE OPERATING BUDGET, a yacht's overall provisioning costs can range from \$24,000 up to \$600,000 a year, depending on yacht and crew size. Any yacht owner will be aware of the staggering difference in the cost of running small versus large yachts and how much difference chartering their yacht can make, compared to keeping it solely for personal use. A private yacht typically sees a lot less action than a busy charter yacht, so the regular re-stock of guest provisions and the option for crew to eat the remaining guest provisions isn't there as a regular backup. Private yacht crew also have more time on their hands and tend to spend more time eating snacks. A vessel's location and the cost of shopping locally also factor into the budgetary mix. How much the yacht owner is involved with such figures varies massively, and management companies can offer advice and help monitor budgets.

Five experienced yacht chefs with budgets varying from generous to thrifty share their tips for controlling provisioning spending.

LARGE BUDGET

CHEF: DARREN GOODWIN

CREW: 70

ANNUAL BUDGET: €460,000 €18 PER CREWMEMBER, PER DAY

The quantity of food needed each week is huge; you can't just nip to the local market and pop a ton of fruit and vegetables and dairy products in the back of the crew car each week. It is necessary to



source everything from a provisioner, who can make sure you get everything that you need, when you need it and wherever you are. This comes at a price but is most certainly required.

SATISFY EVERY APPETITE

Then there's the issue of keeping 70 people from more than 20 nations happy every day. To tackle this, meal times require a larger variety of food. You need two to three main courses, soups, a selection of side dishes, salads and desserts, all served as a buffet. There has to be enough to make sure everyone can have some, so there are always leftovers.

MINIMIZING WASTE

We won't shamelessly throw everything away, not just because of the money, but because it is a waste. Serving back food to the crew is a delicate situation—if it looks like yesterday's food they won't touch it. But if you prepare something nice, more crew will thank you than did the day before. A lamb stew can be strained and made into Cornish pasties; seafood risotto can be made into arancini balls, fried and served with a spicy tomato sauce. We use what we can a second time—anything left after that is wastage.

LARGE BUDGET

CHEF: BRENNAN DATES

CREW: 25

ANNUAL BUDGET: €156,000 €17 PER CREWMEMBER, PER DAY

We have a budget of just under €13,000 a month to spend on food for 20 to 25 crewmembers. That includes lunch and dinner seven days a week with dessert and hot breakfasts offered every other day. The budget is fair, considering how expensive all the goods are where we are tied up. We are able to get decent cuts of meats and seafood and stay within the budget.

KEEPING TRACK

Our management company provides a spreadsheet that we submit purchase orders through. The captain also has us fill out a daily budgeting spreadsheet for all galley expenses. This adds up all transactions and gives us an updated percentage of the surplus budget for the month.

We order fruit, vegetables, dairy and proteins about every 10 days. There is very little carryover product from one week to the next. This helps keep us on track for each month rather than doing huge orders that would need to be estimated and divided over a couple of months.

SOURCING EFFICIENTLY

Location plays a huge role in what you can buy. We are wintering in Italy and buy locally rather than paying shipping costs from the U.K. The meat in Italy isn't great, so most of our meat is from France, a slightly better option.

We serve at least one meat and a seafood option for lunch and dinner. The seafood locally is expensive. The quality is amazing but it's hard to fork over money to support an industry with dwindling stocks. We need to stop buying local unsustainable seafood so it can recover.

GUEST FOOD

Leftover owner and charter stock can pad your budget with the finer things in life. I get the best quality ingredients I can find locally. Sometimes this isn't enough to impress our well-read and food-oriented clientele. This means you must have a varied, well-stocked freezer to get through a season.

When the summer winds down and you still have freezer stock left, the crew get the spoils during the crossing/yard period. It's absolutely transparent, with owners knowing the crew helps them make room for a fresh freezer restock.

CHARTERS

Charters are different, as you walk a line between having everything to please your guests, but not using all the provisioning allowance for truffles and caviar. I worked for an owner who would take an inventory of our freezer at the end of each charter so he could save a few dollars on his next trip.

SMALL BUDGET

CHEF: LINDSAY WILSON

CREW: 13

ANNUAL BUDGET: €57,000 €12 PER CREWMEMBER, PER DAY

We don't have an owner's budget, but on the cost of guest and owner food, I have not had a complaint to date. They are the ones to make special requests and are aware of the costs and the possibility of a reasonable amount of excess. We limit wastage, although it's not possible to eliminate it totally. We keep it to a minimum with clever recycling and not over-catering in the first place.

THRIFTY PROVISIONING

My crew budget is about €12 per person, per day for food, beverages and snacks. This is achievable with planning, good use of ingredients and thrifty provisioning. The crew don't often get fillet steak and lobster, but there are good cuts of meat, fresh vegetables, fruit and fresh fish.

During the season, crew food is often subsidized by guests and owners, as there are usable guest leftovers and items requested in provisioning sheets but never used.

CHARTERS

For a charter, I prepare for as many situations as possible, so there are often leftover items, paid for by guests and used for the crew. It's not a



problem as guests always take priority, and it is only when items are beyond the acceptable serving date to guests that this food is recycled and used for crew.

SMALL BUDGET

CHEF: STUART

CREW: 12

ANNUAL BUDGET: €43,000

€10 PER CREWMEMBER, PER DAY

Because of the nature of our business, costs are a lot higher than in the restaurant trade; we need companies to sort out all our paperwork and certificates to ship food worldwide, which costs a heck of a lot.

WORKING WITH A SMALL BUDGET

I work on a very small budget, but that does not mean the crew don't eat fillet of beef, sea bass and lobster sometimes; we get a lot of leftover charter food, which goes straight to the crew after each charter. I budget for €10 per head, per day, not including drinks and snacks.

OWNERS AND GUESTS

When it comes to guest provisioning I generally like to spend €130 to €150 per head, per day. Sometimes clients will specify cheaper meats, so the costs would then come down. Obviously, if the client or boss wants expensive things like wagyu beef, caviar and white truffles, on the other hand, these costs go up, along with the freight costs because of where these provisions come from.

NO BUDGET

CHEF: VICTORIA LAPORTE

CREW: 3

ANNUAL BUDGET: NONE

My situation is slightly unusual in that I work without a budget. I would prefer to have one, though, to monitor portion control and have peace of mind.

MONEY MATTERS

My budgeting skills helped get me the position. For my interview, the captain picked me up from the airport, dropped me off at Publix supermarket, where I shopped and then prepared a five-course meal for four crew...all for under a hundred dollars. I was hired on the spot.

MONITORING COSTS

We use a NeatReceipts scanner in which we scan receipts to keep track of all spending, so I do have an idea of what is expected. If I were spending mindless amounts of money, I would lose my job. ■

Thank you to Shore Solutions for its contributions to this feature. The company serves superyachts over 50 meters worldwide and prides itself on sourcing the finest goods for all galley, cellar and interior yacht requirements. It has offices in London, Nice, Antigua and St. Maarten, while partnerships let it serve yachts anywhere globally.

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MAIN SALON

DARLINGS DANAMA | 197-FOOT

Built by CRN and designed by Zuccon International Project in collaboration with CRN's in-house design studio, *Darlings Danama* boasts vast open areas and a light airy interior. She has the ideal layout and amenities for entertaining as well as relaxing. The overall feel is minimalist, although Art Deco touches in off-white, cream and brown inject some warmth and color into her clean interior. Her outdoor spaces offer multiple lounging and dining areas for formal or relaxed occasions. The entertainment theme flows up to her sun deck where a large Jacuzzi, further lounging areas and a bar can be found. *Darlings Danama* accommodates 12 guests in six cabins spread over her decks, which are connected by elevator. Each cabin is luxurious and secluded, although one cabin does outshine the rest—the full-width owners' suite, located on the main deck where it enjoys a private balcony.



MASTER STATEROOM



SKYLounge AFT

LOA: 196' 10" (60m)
BUILDER/YEAR: CRN/2011
GUESTS/CREW: 12/16
LOCATION: MEDITERRANEAN
RATES: FROM €365,000
HIGH/€345,000 LOW SEASON
PER WEEK, PLUS EXPENSES

Camper & Nicholsons
Alex Garro
Tel: +377 97 97 77 45
Email: agarro@camperandnicholsons.com
www.camperandnicholsons.com

SARAH

This yacht from the prestigious Amels yard offers a huge amount of space and flexibility in her Donald Starkey interior with accommodations in nine guest staterooms. With *Sarah's* 20 crew, a modern A/V system and an extensive toys list, guests are ensured a wonderful charter experience.

**LADY LINDA**

Arriving in the Mediterranean this month, the 187-foot *Lady Linda* offers an upper deck that transforms into the ultimate dance venue with sound and lighting system while her vast toy collection will keep her charter guests active. Her six beautifully appointed staterooms include a full-width, main-deck master with en suite, office and Jacuzzi tub.

GALAXIA

The twin screw Bermudan ketch *Galaxia* re-wrote the book for large flybridge sailing yachts. *Galaxia* comfortably accommodates up to 12 guests in five staterooms. Following her extensive refit in 2006/7, she is outfitted with the very latest in entertainment and communication systems.

NOA VII

Built by Feadship De Vries in 1997 to Lloyd's class, *Noa VII* has a classic interior by John Munford with Art Deco motifs. Accommodations are for 12 guests in five staterooms, including a full-width master suite on the main deck. Her twin 805-hp Caterpillar engines give her a range of 3,100 nautical miles.

LOA: 203' 4" (62M)**BUILDER/YEAR: AMELS/2002****GUESTS/CREW: 12/20****LOCATION: WESTERN MEDITERRANEAN****RATES: FROM €325,000 TO €350,000 PER WEEK, PLUS EXPENSES*****Ocean Independence****James Graham-Cloete*

Tel: +44 (0) 1273 831 010

Email: james@ocyachts.comwww.oceanindependence.com**LOA: 187' (57M)****BUILDER/YEAR: TRINITY YACHTS/2012****GUESTS/CREW: 12/12****LOCATION: MEDITERRANEAN (SUMMER)****RATES: €350,000 HIGH/€322,000 LOW SEASON PER WEEK, PLUS EXPENSES*****Burgess***

Tel: (305) 672 0150

Email: miami@burgessyachts.comwww.burgessyachts.com**LOA: 171' (52.3M)****BUILDER/YEAR: PERINI NAVI/1997****REFIT: 2006/7****GUESTS/CREW: 10-12/10****LOCATION: SOUTH OF FRANCE****RATE: FROM €140,000 PER WEEK, PLUS EXPENSES*****Yachting Partners International****Fiano Mouresa*

Tel: +33 (0) 4 93 34 01 00

Email: charter@ypigraup.comwww.ypigraup.com**LOA: 158' 2" (48.2M)****BUILDER/YEAR: FEADSHIP/1997****REFIT: 2007****GUESTS/CREW: 12/10****LOCATION: EASTERN MEDITERRANEAN****RATES: FROM €180,000 PER WEEK, PLUS EXPENSES*****Fraser Yachts****Bertrand Mottei*

Tel: +33 (0) 607 932 897

Email: bertrand.mottei@fraseryachts.comwww.fraseryachts.com

AXIOMA

Built by ISA in 2006, *Axioma*'s Luca Dini interior accommodates 12 guests in four double and two twin staterooms, all of them equipped with DVD, satellite connection and CD players. The master cabin is on the main deck and has a study and en suite his-and-hers bathrooms. *Axioma* is available in the Mediterranean and Turkey.

BEYOND THE CLOUDS

Designed by Stefano Righini and built by Benetti in 2004 as part of the yard's Tradition series, *Beyond the Clouds* features an interior by François Zuretti. Accommodations are for eight guests in a main-deck master, VIP stateroom and two twin cabins. Powered by twin 1,350-hp MTUs, she has a swift top speed of 18 knots.

ALEXANDRA V

Having undergone a major interior refit, *Alexandra V* is ready for her first charter season. Boasting a huge interior volume, elegant lines, luxurious fittings and long-range cruising capabilities, *Alexandra V* also offers an expansive flybridge with comfortable seating and sun bathing area, barbecue and wet bar.

BLUEBIRD OF HAPPINESS

Hull number eight of the limited edition Leopard 26 Fly series, *Bluebird of Happiness* was built by Italy's Arno yard in 2004. She hosts eight guests in two double and two twin cabins attended to by a crew of three. *Bluebird of Happiness* is MCA certified and commercially registered for charter.


LOA: 155' 10" (47.5M)
BUILDER/YEAR: ISA/2006
GUESTS/CREW: 12/9
LOCATION: MEDITERRANEAN
RATES: €160,000 HIGH/ €140,000 LOW
SEASON PER WEEK, PLUS EXPENSES
YachtZoo
Tel: +377 97 70 52 00
Email: info@yacht-zoo.com
www.yacht-zoo.com
LOA: 99' (30.2M)
BUILDER/YEAR: BENETTI/2004
GUESTS/CREW: 8/5
LOCATION: WESTERN MEDITERRANEAN
RATES: €54,000 HIGH/€45,000 LOW
SEASON PER WEEK, PLUS EXPENSES
Floating Life Charter & Brokerage
Louren Polotto
Tel: +41 (0) 91 682 3306
Email: l.polotto@floatinglife.ch
www.floatinglife.com
LOA: 96' 6" (29.4M)
BUILDER/YEAR: PRINCESS YACHTS/2009
REFIT: 2012
GUESTS/CREW: 8/4
LOCATION: FRENCH RIVIERA (SUMMER)
RATES: €69,000 HIGH/€59,000 LOW
SEASON PER WEEK, PLUS EXPENSES
Princess Yacht Charter
Louren Le Brun
Tel: +44 (0) 20 7499 5050
Email: llb@princessyachtcharter.com
www.princessyachtcharter.com
LOA: 85' 4" (26M)
BUILDER/YEAR: ARNO SHIPYARD/2004
GUESTS/CREW: 8-9/3
LOCATION: MEDITERRANEAN
RATES: FROM €37,500 HIGH/€32,000 LOW
SEASON PER WEEK, PLUS EXPENSES
SuperYachtsMonoco
Jim Evans
Tel: +377 93 25 03 48
Email: jimevans@superyachtsmonoco.com
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boom crane and single point pick-ups on tenders facilitate simple, rapid deployment. Fully equipped flybridge helm with redundant electronics and hard top. Maintained to the highest standards, COPASETIC is a totally functional, luxuriously appointed, reliable and capable, long range yacht designed to support an array of tenders and operate independently for extended periods.

LOA: 141' (43.0m)
Year: 2006
Beam: 31' (9.4m)
Builder: Hike Metal Products and Shipbuilding LTD
Draft: 7'7" (2.3m)
Speed: 12-13 knots
Type: Expedition Yacht

Price: \$19,900,000
Flag: Cayman Islands
ABS Maltese Cross A1 AMS
Commercial Yachting Service,
Unrestricted; MCA LY2 Compliant;
ABS Five Year Survey passed
September 2011



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WERE DREAMS | 172-FOOT

The third launch from Amels' Limited Editions 171, *Were Dreams* has lines penned by Tim Heywood over an efficient, seaworthy hull with naval architecture and engineering by the Amels team. Delivered in 2008, *Were Dreams'* luxury interior was created by Rome-based Laura Sessa Romboli who employed high-gloss maple joinery with stainless-steel fittings. Each guest cabin is themed with unique colors and materials. Sessa Romboli designed custom-made sofas, chairs, curtains and deck furniture and even the yacht's personal stationery, assigning fabrication to top specialist firms in Belgium, Denmark, France, Italy and Morocco. Lloyd's classed and MCA compliant, *Were Dreams* offers flexible accommodations for 10 to 11 guests. Twin 1,400-hp MTU engines give her a range of 4,500 nautical miles at her cruising speed of 13 knots. Lying in the South of France, this Amels 171 is for sale with Ocean Independence asking €29.95 million.

LOA: 171' 7" (52.3M)
BEAM: 29' 6" (9M)
DRAFT: 11' (3.3M)
GUESTS/CREW: 10-11/13
BUILDER/YEAR:
AMELS/2008
ASKING PRICE:
€29.95 MILLION

Ocean Independence
Nicholas Dean
Tel: +44 (0) 1273 831 010
Email: nick@occyachts.com
www.oceanindependence.com



SUN DECK



MAIN SALON

Erratum
The wrong currency was specified for the April 2012 Brokerage Yacht of the Month, the 140-foot Baglietto Why Worry. The correct asking price is €17.75 million. Why Worry is for sole through Mike Rich at Yachting Partners International. Email: brokerage@ypigroup.com; www.ypigroup.com



Idol
Built by Australia's Austal yard in 2007 as *Dutboek*, this 193-foot superyacht was sold as recently as 2010 and, following a major refit in 2011, is now back on the market. Renamed *Idol*, she is for sale with David Legrand at **Fraser Yachts** asking €32 million.



Issana
Formerly known as *Twizzle*, then *Drizzle*, **Headship**'s 182-foot motor yacht *Issana* was built in 2005 and refitted in 2009. Newly listed for sale by Chris Cecil-Wright at **Edmiston & Company**, her asking price is €44.95 million.



Galaxia
The largest sailing yacht to enter the market is the 172-foot *Galaxia*, delivered in 1997 by Perini Navi as the first in their 52-meter series. Currently listed for sale by Matt Albert at **Yachting Partners International**, she is asking \$22 million.



Project 12
Currently in the final stages of construction at **Cantieri di Pisa**, the 153-foot motor yacht *Project 12* has been listed for sale at **Burgess**. ABS classed and MCA compliant, her asking price is €23 million.



Mari-Cha III
The 147-foot *Mari-Cha III* is the fastest sailing yacht in her class and holds several world records. Built by **Sensation Yachts** in 1997, she is for sale at **Burgess** asking \$12.95 million.

Total new yachts
on the market

32

TRENDING

Average length of
new yachts to the
market

119
feet

NAME	ASKING PRICE	BUILDER	TYPE	LOA	BROKER
165'+					
<i>Idol</i>	€32 million	Austal	MY	193' 3"	Fraser Yachts
<i>Galaxy</i>	€28 million	Benetti	MY	183' 9"	Burgess
<i>Issana</i>	€44.95 million	Headship	MY	182' 1"	Edmiston & Company
<i>Kisses</i>	\$34.9 million	Headship	MY	177' 2"	Merle Wood/Camper & Nicholsons
<i>Galaxia</i>	\$22 million	Perini Navi	SY	171' 7"	Yachting Partners International
131'-164'					
<i>Project 12</i>	€23 million	Cantieri di Pisa	MY	152' 9"	Burgess
<i>Mari-Cha III</i>	\$12.95 million	Sensation Yachts	SY	146' 8"	Burgess
<i>Ouranos Too</i>	€6.5 million	Codecasa	MY	134' 6"	Cape4 Yachting/Fraser Yachts
<i>Nuberu Blau</i>	\$14.25 million	Alloy Yachts	SY	132' 3"	Dubois Yachts
98'-130'					
<i>Zeepaard</i>	€12 million	JFA	MY	122'	Simpson Marine
<i>M3</i>	€2.4 million	Sunseeker	MY	108' 3"	Sunseeker London
<i>Kestrel</i>	€7.5 million	Kestrel Superyachts	SY	106' 3"	Watkins Superyachts
<i>Carl Linne</i>	£5.7 million	Holland Jachtbouw	SY	106'	Dubois/Northrop & Johnson
<i>Wind Song VI</i>	€4 million	Astondona	MY	102'	Fraser Yachts
<i>Beyond</i>	€4.95 million	Inace	MY	98' 5"	Fraser Yachts
<i>Serenity</i>	\$6.995 million	Burger	MY	105'	Northrop & Johnson

For the complete listings, visit www.boatinternational.com/stats.

SPOTLIGHT: AGGRESSIVELY PRICED



Triple Seven
€49.75 million
The 223-foot luxury motor yacht *Triple Seven* was built in 2006 by German shipyard Nobiskrug and features an abundance of outdoor spaces and a minimalist interior. *Triple Seven* is listed for sale by **Edmiston** and Jim Evans of **SuperYachtsMonaco**.



Auspicious
€14.9 million
The 152-foot motor yacht *Auspicious* was delivered by Leopard Yachts in 2010. She is the second hull in the acclaimed Leopard 46 series. *Auspicious* is for sale with Vesa Kaukonen at **K&K Superyachts**. The yacht recently has had many upgrades including a new A/V system and new furnishings.



Cyclos III
€3.5 million
Delivered by Royal Huisman in 1990 to a Ron Holland design with an interior by Andrew Winch, 139-foot *Cyclos III* broke the mold of yacht building at the time of her launch. She is for sale with William Bishop at **Yachting Partners International**.



Sea D
\$10.5 million
Built by Proteksan Turquoise in 2003 to a design by Paolo Cattaneo, the 129-foot motor yacht *Sea D* has recently emerged from a refit with new zero-speed stabilizers and a host of other electronic updates. She is for sale through Marco Vandoni at **Ocean Independence**.



Neptune
€2.957 million
Built by Fitzroy Yachts in 2004, the 84-foot *Neptune* is designed for extended ocean cruising and is fabricated in Alustar aluminum. Accommodations include a three-cabin layout aft, all with private en suites. *Neptune* is for sale through Bernard Gallay at **Bernard Gallay Yacht Brokerage**.

*Trend figures reflect the one-month tracking period of March 2012.



DELTA AND CATERPILLAR FINANCIAL TEAM UP TO COMPLETE PROJECT MONARCH



Monarch is now complete and ready for immediate delivery. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.



Mondango
REDUCED BY €2.1m
NOW €27.9m
The largest sailing yacht to have a price reduction is the 170-foot *Mondango*, built to ABS class by Alloy Yachts in 2008. Following a €2.1 million drop, she's listed for sale by Toby Walker at **Dubois Yachts** asking €27.9 million.



The Highlander
REDUCED BY \$2m
NOW \$5.995m
Flagship's 151-foot classic gentleman's motor yacht *The Highlander* saw a \$2 million price reduction with Whit Kirtland at **Bradford Marine Yacht Sales** and is now asking \$5.995 million.



Lady Sheila
REDUCED BY €3m
NOW €16.9m
The biggest price reduction this month is one of €3 million on the 145-foot *Bennetti Lady Sheila*. For sale at **Merle Wood & Associates** she is now down to €16.9 million.



Big City
REDUCED BY \$1m
NOW \$17.9m
Big City had a further price reduction of \$1 million. She's on the market with Chris Daves at **Denison & Daves**, now asking \$17.9 million.



Mirabella III
REDUCED BY €2m
NOW €5.5m
One of a series of sailing yachts built expressly for charter, 137-foot *Mirabella III* was built at Thailand's Concorde Yachts in 1994 and is for sale through William Bishop at **Yachting Partners International**.

NAME	REDUCTION	NEW PRICE	BUILDER	TYPE	LOA	BROKER
165'+						
Mondango	€2.1m	€27.9m	Alloy Yachts	SY	169' 7"	Dubois Yachts
131'-164'						
Marion Queen	€1m	€10.9m	Feadship	MY	161' 2"	Edmiston & Company
Zoom Zoom Zoom	\$500,000	\$21.9m	Trinity	MY	161'	Int'l Yacht Collection
The Highlander	\$2m	\$5.995m	Feadship	MY	151'	Bradford Marine
Lady Sheila	€3m	€16.9m	Bennetti	MY	145'	Merle Wood & Associates
Big City	\$1m	\$17.9m	Trinity	MY	140' 1"	Denison & Daves
Mirabella III	€2m	€5.5m	Concorde Yachts	SY	136' 6"	Yachting Partners Int'l
98'-130'						
Namoh	\$300,000	\$12.4m	Cheoy Lee	MY	124' 8"	Worth Avenue Yachts
Golden Bay II	\$500,000	\$4.95m	Sovereign	MY	115'	Fraser Yachts
Onika	\$250,000	\$4.5m	Delta Marine	MY	110'	Northrop & Johnson
Lady J	\$300,000	\$5.9m	Overmarine	MY	109' 7"	Ned Yachting
Sharon Ann	\$350,000	\$4.9m	Destiny	MY	104'	Int'l Yacht Collection
Shadow	€950,000	€7.95m	Comar Yachting	SY	101' 8"	Fraser Yachts
Merlin	€1.5m	€5.45m	Mengi-Yay	SY	99' 10"	Ocean Independence

Total reductions
€56.3
million

TRENDING

Total yachts sold
23

RECENTLY SOLD

Name	Asking Price	Builder	Type	LOA	Buyer's Broker	Seller's Broker
165'+						
Excellence III	\$49.95m	Abeking & Rasmussen	MY	188'	Northrop & Johnson	Burgess/Merle Wood
Pestifer I	\$12m	CRN	MY	164'	Fraser Yachts	Y.CO
131'-164'						
Lady Dahlia	€14.5m	ISA	MY	155' 10"	Dubois Yachts	Camper & Nicholsons
Imbros	€10.5m	Troy	MY	137' 9"	Expedition Yachts	Ocean Independence
taTii	€12.9m	Tamsen	MY	132' 10"	Bluewater	Bluewater
98'-130'						
Temptation	\$6.39m	Palmer Johnson	MY	123'	Int'l Yacht Collection	HMY Yacht Sales
Sea Owl	\$8.95m	Delta	MY	122' 8"	Yacht Xchange	Int'l Yacht Collection
Beverley	€8.95m	Benetti	MY	119' 9"	Camper & Nicholsons	Camper & Nicholsons
Crescendo	\$6.295m	Westport	MY	112'	Northrop & Johnson	Westport
Hide Out	\$6.595m	Westport	MY	112'	Camper & Nicholsons	Camper & Nicholsons
Lady Lily	\$8.995m	Westport	MY	112'	Worth Avenue Yachts	RJC Yachts
Celebration	€3.8m	CRN	MY	111' 6"	Camper & Nicholsons	Camper & Nicholsons
Tenacity	\$3.35m	Hargrave	MY	108' 11"	Frank Gordon Yacht Sales	HMY Yacht Sales

*Trend figures reflect the one-month tracking period of March 2012.



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Camper &
Nicholsons
International
YACHTING SINCE 1782

IMAGINATION 47m/154'2, Benetti, 2010, Asking price: €22,000,000 VAT paid
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PERFECT PERSUASION 45.7m/150', Oceanfast, 1997/2011, Asking price: €8,000,000
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KATHLEEN M 28m/92', Rayburn, 2007, Asking price: US\$ 4,900,000
WALTER SEA ☎ +1 954 524 4250 ☐ wsea@camperandnicholsons.com



NEW CENTRAL AGENCY
KAKAWI 29.6m/97', Marlow Marine, 2011, Asking price: US\$ 6,800,000
MICHAEL RAFFERTY ☎ +1 561 655 2121 ☐ mrafferty@camperandnicholsons.com
MICHAEL HARTMAN ☎ +1 954 524 4250 ☐ mhartman@camperandnicholsons.com



HAPPY FISH 23.6m/77'1, Hatteras, 2007, Asking price: US\$ 3,950,000
WALTER SEA ☎ +1 954 524 4250 ☐ wsea@camperandnicholsons.com



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161'/49m Trinity 2009 BLIND DATE*

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151'/46m Delta 2009 KATYA*

for Sale & Charter



134'/41m Lurssen 1995/05 BLIND DATE*

for Sale & Charter



130'/40m Westport 2005/08 MY COLORS*

for Sale & Charter



223'/68m Nobiskrug 2010 SYCARA V*

for Sale & Charter



220'/67m Shadow Marine 2007 ALLURE SHADOW

for Sale & Charter



203'/62m VSY 2010 ROMA*

for Sale



177'/54m Mondomarine 2013 HULL #1*

for Sale



177'/54m Baglietto 2009 BURKUT*

for Sale



174'/53m Oceanfast 2004 SEA BOWLD*

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 for Sale 102'/31m Oceanfost 1989/11 GAZELLE	 for Sale 102'/31m Broward 1984/05 LIQUIDITY	 for Sale 96'/29m Custom Hunt 2003 VAKOMAANO
 for Sale 92'/28m Palmer Johnson 1985/11 PEGASUS II	 for Sale 90'/27m Pershing 2009 MTG*	 for Sale & Charter 88'/27m Royburn Custom 2004 LADY VICTORIA
 for Sale 86'/27m Merrifield-Roberts 2002 JESS SEA	 for Sale 86'/26m Hatteras Sportfish 2002 SPHEREFISH	 for Sale 80'/24m Donzi Sportfish 2010 R-80
 for Sale 80'/24m Hatteras 2004 OCEAN VIEW	 for Sale 80'/24m Sunseeker Predator 1998 AGAPE LOVE*	 for Sale 80'/24m DeVries Lentsch 1930/02 LELANTA*
 for Sale 75'/23m Rivo 2011/12 NAME DROPPER	 for Sale 75'/23m Sunseeker 2005 CHAIRMAN	 for Sale 73'/22m Donzi Sportfish 2010 R-73
 for Sale 72'/22m Pershing 2008 DOLCE VITA	 for Sale 72'/22m Overmarine 2001/10 GABRIELA G*	 for Sale 62'/19m Little Harbor 1982/07 EASTERN SKY II
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NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

FOR
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Project HERMES 210 Ft. (64m) Palmer Johnson 2013 *

FOR
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LADY KATHRYN V 200 Ft. (61m) Lürssen 2011 *

FOR
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UNBRIDLED 191 Ft. (58.2m) Trinity 2009 *

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IROQUOIS 164 Ft. (50m) Feadship *

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HARMONY 164 Ft. (50m) Westport 2010 *

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ALLEGRIA 152 Ft. (46m) Westport 2003 *



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KISMET

223 Ft. (68m) Lürssen 2007 *



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MADSUMMER 147 Ft. (44.6m) Feadship 2008 *



MONA LIZA 140 Ft. (42.7m) Westship 2001 *



SYRENKA 137 Ft. (41.7m) Palmer Johnson Refit 2012 *



ASSET 130 Ft. (39m) Mangusta 2007 *



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Big D

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Length overall 45m (147 ft) • Built by Zoen, Japan in 1986 (refit 2007/08) • Design by Jack Hargrave/Pierre Tatin, Studio Lenor • Accommodation for 12 guests

Asking Price

USD 6,900,000

Central Agents for Sale and Charter

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Length overall 45.7m (150ft) • Built by Palmer Johnson, USA in 2009 • Design by Palmer Johnson/Nuvolari Lenard • Accommodation for 10/12 guests

Asking Price

USD 24,900,000

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S Cape

A classic 57m Dutch built motor yacht, S CAPE offers generous accommodation and has been completely refitted in recent years.

Length overall 57.2m (187.7ft) • Built by Cammenga Jachtbouw, Holland in 1978 (last refit 2009) • Design by De Vries Lentsch/Jon Bannenberg/Dimitri Koutoukos • Accommodation for 14 guests and 2 supernumeraries

Asking Price

EUR 14,950,000

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Australis

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Asking Price

USD 19,950,000

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GLADIUS, Akhir 125, 2007
Asking: EUR 8,250,000
10 guests | Italy

Central Agents for Sale



STILVI III, Benetti Classic 115, 2004
Asking: EUR 6,500,000
11 guests | Athens, Greece

Central Agents for Sale



BLUE ANGEL, Leopard 34, 2005
Asking: EUR 3,900,000
9 guests | Italy

Central Agents for Sale



BEACHSEEKER, Sunseeker 105, 2002/11
Charter from: EUR 49,000 per/week
8 guests | Cruising Area: Montenegro & Croatia

Central Agents for Charter



KILUANJE, Leopard 27, 2005
Asking: EUR 2,000,000
6 guests | Italy

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CRISTAL, Baia Atlantica 78, 2006
Asking: EUR 1,600,000
8 guests | Italy

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BELLA BRI 151 ft. (46.00m)
Northern Marine | 2008 | Palm Beach, FL | USD 21,500,000



MUSTANG SALLY 130.0 ft. (39.60 m)
Westport | 2009 / 2010 | Ft Lauderdale, FL | USD 17,600,000



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BLUE SCORPION 173.11 ft (53m)
Baglietto | 2006 | Viareggio | EUR 21,500,000 VAT Paid



JANA 151.11 ft (46.30m)
Feadship | 1986 | UAE | USD 9,950,000



ALSO FOR CHARTER

ARIETE PRIMO 144.8 ft (44.10m)
Richard Dunston | 1967 / 2006 | Genoa | EUR 19,000,000



SOPHIE BLUE 134.6 ft (41m)
CBI Navi | 1998 | South of France | EUR 6,900,000



AWESOME 130.0 ft (39.60m)
Mangusta | 2005 | Monaco | EUR 12,800,000



ALSO FOR CHARTER

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IMPULSIVE 126.0 ft (38.40m)
Norship | 1993 / 2010 | Mediterranean | USD 6,750,000



Joint Central Agency

NORTHCOAST 125 125.6 ft (38.30m)
Northcoast Yachts | 2010 / 2011 | Ft Lauderdale, FL | USD 15,499,000



ALSO FOR CHARTER

ASPEN ALTERNATIVE 120 ft (36.60m)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000

SALES & PURCHASE
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STELLA 132 ft (34.50m)
Sunseeker Predator | 2011 | Genoa | GBP 9,950,000



CARNIVAL LIBERTY II 110.0 ft (33.50m)
Horizon | 2010 | Osaka, Japan | USD 6,900,000



MELIMAR 100.0 ft (30.50m)
Azimut | 1999 | Ft Lauderdale, FL | USD 2,550,000



CAROBELLE 100.0 ft (30.50m)
Azimut | 2000 | Ft Lauderdale, FL | USD 2,600,000



HOPE 90.0 ft (27.40m)
Palmer Johnson | 1992 | Delray Beach | USD 3,895,000



ZAKOUSKA 87.0 ft (26.50m)
Warren Yachts | 2006 | West Palm Beach, FL | USD 3,900,000



MARLOW 78-E 78 ft (23.80m)
Marlow | 2011 | Ft. Lauderdale, FL | USD 4,295,000



ELIZABETH 78 ft (23.80m)
Feadship | 1988 | Miami, FL | USD 3,450,000



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Andrew Miles, C.A.



112' Westport RPHMY 2000 "SEA BIRD"
Mark Peck / Alex Rogers, C.A.'s



112' Westport RPHMY 2008 "ESTANCIA"
Camm Moore, C.A.



106' Westport RPHMY 2004 "DULCINEA"
Mike Williams / John Varga, C.A.'s

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SINCE 1964



105' Crescent 1994
Camm Moore, C.A.



103' West Bay 2001
Mark Peck, C.A.



100' Cheoy Lee 2007
Alex Rogers / Andrew Miles, C.A.'s



98' West Bay 1997
Andrew Miles / Bryan Long, C.A.'s



88' Terrab CPMY 2002
Andrew Miles, C.A.



85' Broward 1982
Chris June/Alex Rogers, C.A.'s



85' Pacific Mariner 2008
Claude Racine, C.A.



85' Pacific Mariner 2008
Chris June, C.A.



81' Cheoy Lee 2001
Claude Racine/John Varga, C.A.'s



80' Lazzara 1998
Mark Peck, C.A.



78' West Bay 2002
Claude Racine, C.A.



77' Horizon MY 2008
John Varga, C.A.



75' Symbol 2008
Chris June, C.A.



75' Sunseeker Manhattan 2006
Ralph Raulin, C.A.



74' Hettaras 1999
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82' ROYAL DENSIPH SPORT YACHT

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80' OCEAN ALEXANDER CPHM/Y 2007

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Very spacious with 26' beam. Loaded with water toys!

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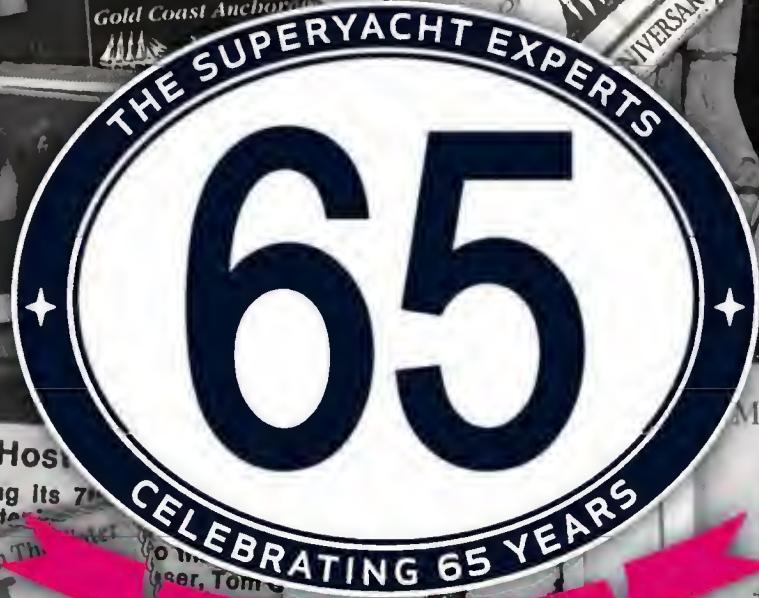


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Fraser Yacht Sales To Host

Fraser Yacht Sales is hosting its 7th Show at their docks at 2353 Shelter Island Drive, San Diego, CA 92108, Mon., May 5. There is no admission fee.

Pictured standing left to right:

Adelte Baum, Robin P-

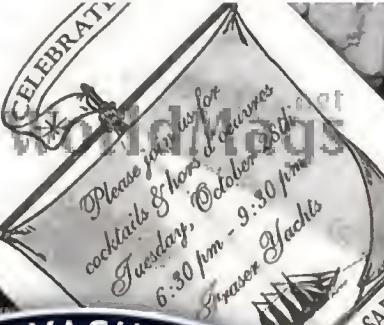
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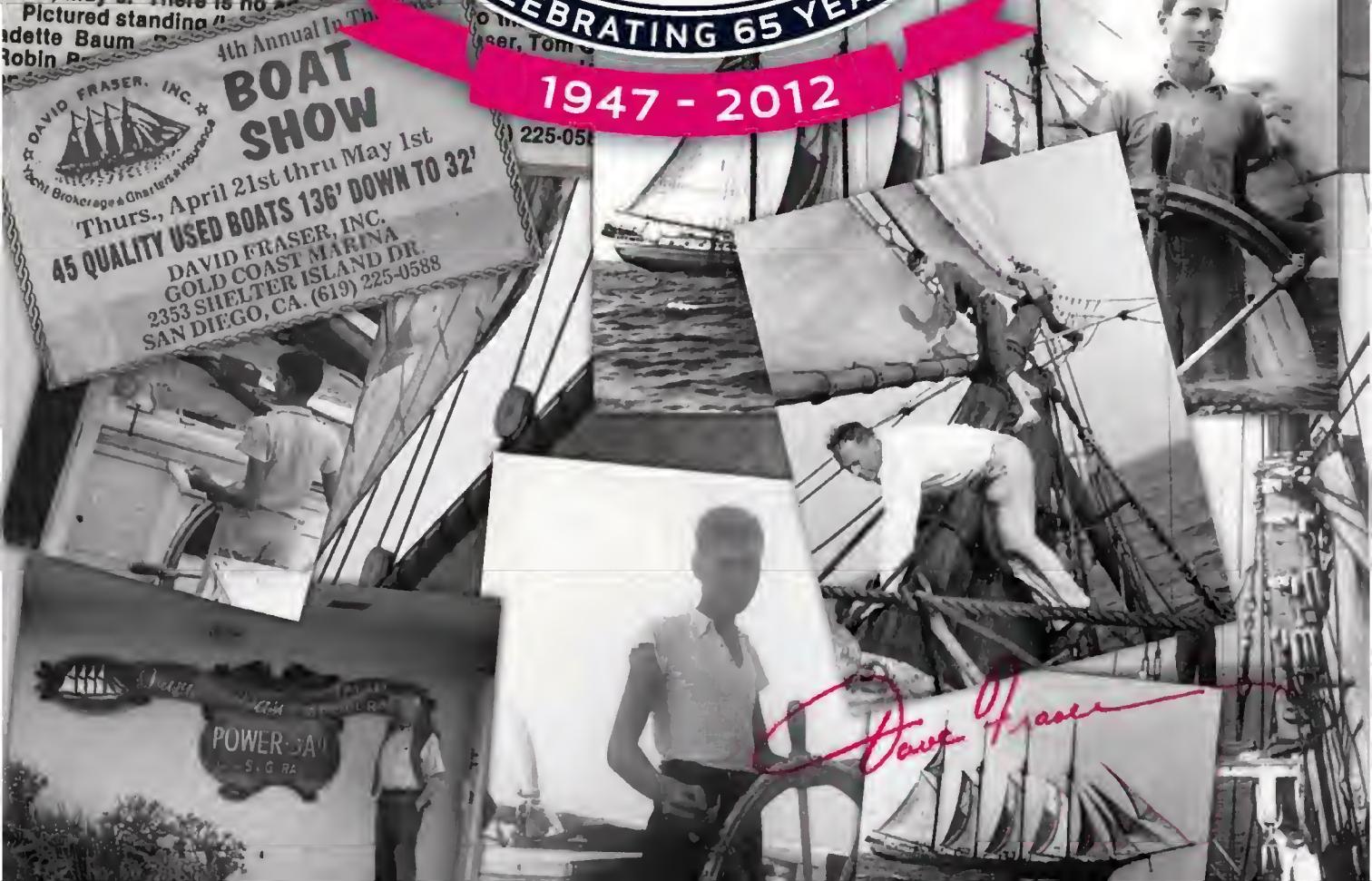
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FRASER YACHTS



IDOL

58m (193') | Austal | 2007/2012 | 32,000,000 EUR

Strength and beauty are seamlessly combined in this stunning, high volume yacht from Austal. IDOL not only boasts outstanding build quality but also features an exceptional, bright, contemporary interior. With vast deck spaces and state-of-the-art engineering, IDOL was designed to impress, built to last and is ready to cruise the world in comfort and style.

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SATORI



SATORI

50m (163') | Heesen | 2011 | 44,000,000 USD

Rare opportunity to purchase as NEW a highly appointed yacht with a spectacular interior designed by Remy Tessier and with extraordinary attention to detail.

Awarded last year for her outstanding design, she is nominated in 2012 for the World Super Yachts Awards "Motoryacht of the Year" in her class. At 24 kts, she is one of the fastest 50m Vessels available. Still under warranty.

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Antoine Larricq | Monaco + 33 678 636 172 | antoine.larricq@fraseryachts.com



FRASER YACHTS

**VULCAN 46 | 46m (151') | Vicem Yachts | 2012 | 27,000,000 USD**

Semi displacement advanced composite fast Motor Yacht, Cruising at 22+ knots, 4000 NM Range at 12 knots. Built to RINA Class and compliant Cayman Island MCA LY2. Owner's stateroom on the main deck and (10) Guest on the lower deck, full beam VIP cabin, two

twin cabins and two double cabins. Modern styling with large open spaces and wide windows. Central Agent.

Antoine Larricq | Monaco +33 678 63 61 72 | antoine.larricq@fraseryachts.com

**BEYOND | 30m (100') | Inace | 2009 | 4,950,000 EUR**

Without question the finest Inace ever delivered, this is a fantastic pocket explorer in turn key condition. Beyond boasts 5 cabins, transatlantic range, and an elegant modern interior at a price absolutely unmatched in her class. Steel / Alu, Rina and MCA.

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Julian Calder | London +44 791 865 0089 | julian.calder@fraseryachts.com

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FOR SALE & CHARTER

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PRINTEMPS | 34m (112') | Heesen | 1987/2009 | 1,950,000 EUR

PRINTEMPS VERY SERIOUSLY FOR SALE. She is a sleek and classic Heesen / Dutch quality yacht with luxurious interior and a 5 cabin layout (10 guests), completed a 20 years ABS Class survey in 2009. Her Owner is very keen to sell

her and welcomes all reasonable offers.

Antoine Larricq | Monaco +377 93 100 450 | antoine.larricq@fraseryachts.com



EVIL ZANA | 39m (130') | Sunseeker | 2009 | 11,900,000 EUR

Predator 130 delivered in 2010, with superb customized clear oak paneling, double balconies in saloon and balcony in the Owner's stateroom. EVIL ZANA benefits from state of the art optional equipment including BGU entertainment, stabilization at

anchor, custom sound insulation, 3rd night generator... She is realistically priced to be sold.

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FRASER YACHTS



TURQUOISE | 55m (181') | Proteksan | 2011

Stunning new yacht built last year by the highly respected Proteksan-Turquoise shipyard. Six staterooms with owner's and VIP on deck. Long range, very quiet and beautifully finished. Excellent deck spaces with large Jacuzzi and bright

refreshingly modern interior. Large tenders housed in forward garages, zero speed stabilizers, Lloyds class, MCA and LY2. Asking \$35.5m, lying Monaco.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ELLE | 46m (150') | Tacoma Puglia | 1993/2008

Heavily built steel displacement yacht with massive volume and range. Full width owners stateroom on deck. 4 king staterooms below. Zero speed stabs, recent refit and super condition.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ACE OF DIAMONDS | 34m (112') | Hakvoort | 1988/2008

Dutch built with 600 hours on new engines. Owner's stateroom on deck. Completely rebuilt in 2006 at Hakvoort. Perfect condition. Proven fishing machine. 30+ knots.
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KRISUJEN | 38m (126') | Feedship | 1982

The best classic Feedship available. Exudes quality and loving maintenance throughout. Four staterooms, Caterpillar machinery, good tenders and upgraded equipment.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



ULYSSES | 60m (198') | Exploration Yacht | 2008

Solidly built and finished to the highest standards, ULYSSES is the ultimate Exploration Yacht. She has massive volume from her 11m (36') beam over 5 decks. Eight staterooms.
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PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA
 Designed with elegance and comfort, Princess Sarah is in pristine condition.
 Features 6 Staterooms with on deck master.
 Scott French | Ft. Lauderdale +1 954 463 0600 | scott.french@fraseryachts.com



FUSION | 37m (121') | Peri Yachts | 2012 | 0.950.000 EUR
 Brand spanking new, incredible attention to detail, huge volume (280 GT) and deck spaces, FUSION was specially designed for the Owner of the shipyard. Unique!
 David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



DEEP BLUE II | 43m (143') | Oceano | 1998/2008 | 15.900.000 USD
 Quality construction with Dutch Pedigree. Completely refitted in 2007/2008. Int design by Paolo Rossi. Showboats Intl award for the best semi disp yacht over 40m.
 Joso Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | joso.aranajr@fraseryachts.com

Not for sale to US residents while in US waters.



CONSTELLATION | 40m (131') | Westport | 2007 | 11.900.000 USD
 Mahogany raised panel interior. Exercise room with Sauna. Master cabin offers a study/lounge area.
 Stuart Larsen | Ft. Lauderdale +1 954 463 0600 | stuart.larsen@fraseryachts.com
 Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com



LAUREL | 73m (240') | Delta Marine | 2008
 Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.
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FRASER YACHTS

**NINEMIA | 31m (101') | Vitters | 1995 | 3,250,000 EUR**

Dutch built with naval architecture and design by Willem de Vries Lentsch. Interior by Isabelle Blanchere. Maximum speed 30 knots. VAT paid. Inspection recommended.
Richard Earp | Monaco +377 83 100 450 | richard.earp@fraseryachts.com

**COSMOS | 70m (229') | Custom-New Build | 2014 | POA**

Striking global expedition ship from designers Claydon-Reeves. Massive owner cabin, dedicated hanger for Augusta 109 or similar. Build new or AHTS conversion. 7500nm range.
Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com

COURT ORDERED SALE**FOR SALE & CHARTER****CRESCENT 144 | 44m (144') | Crescent Custom Yachts | 2012 | 18,900,000 USD**

A unique opportunity to acquire a high quality & innovative build that is being sold at a substantial discount to replacement value.

Neal Esterly | San Diego +1 619 225 0588 | neal.estery@fraseryachts.com

AURORA DIGNITATIS | 27m (88') | Ferretti | 2008 | 5,000,000 USD

Raised Pilot House Version. Commercially Charter Registered. Flybridge with Jacuzzi/Gym area. Has all the toys and amenities. Worldwide Power Converter.
Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com

FOR SALE & CHARTER**VOYAGER | 25m (84') | Custom Built | 2004/2007 | 2,395,000 EUR**

A pocket size explorer yacht with all the DNA of a much larger vessel. Cavanas interior with a flexible layout. Ready for 2012 season.

Peter Jones | London +44 20 7016 4480 | peter.jones@fraseryachts.com

KINGFISH | 32m (107') | Christensen | 1997 | 6,800,000 USD

Four spacious guest cabins plus crew, large salon, huge upper deck. Cat 3412 mains.
Patrick McConnell | San Diego +1 619 225 0588 | patrick.mcconnell@fraseryachts.com
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S/Y CARL LINNÉ



CARL LINNÉ 106' (32m) :: Holland Jachtbouw :: 2003/2011 :: \$5,700,000

Presented in first class condition following an extensive refit in San Diego completed in January 2012. A modern interpretation of a Bristol Channel Pilot Cutter, she is easy to sail with fully battened mainsail on a furling boom, and furling headsails. A retractable centerboard fin and torpedo ballast allows access to the world's shallower harbours. Carl Linné has three owner and guest staterooms (for six) and quarters for four crew in classic elegance.

For additional details on this listing please contact:

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MR. TERRIBLE 154' (47m) :: Feadship :: 2007 :: \$29,900,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



GALLANT LADY 168' (51m) :: Feadship :: 2007 :: \$42,500,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com

KINGFISHER 142' (43.29m) :: Feadship :: 1987/2008 :: \$9,750,000
Kevin Merrigan :: Fort Lauderdale :: +1 954 522 3344 :: kevin.merrigan@northropandjohnson.com



SEAGULL OF CAYMAN 131' (40m) :: Feadship :: 1980/2006 :: \$7,500,000
John Weller :: Fort Lauderdale :: +1 561 379 5431 :: john.weller@northropandjohnson.com



TENAZ 131' (40m) :: Dubois/Pendennis :: 1996/2010 :: €7,550,000
Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: ann.avery@northropandjohnson.com



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PRIVATE LIVES 120' (37m) :: RMK Marine :: 2003 :: \$8,875,000

Chuck MacMahon :: Fort Lauderdale :: +1 954 522 3344 :: chuck.macmahon@northropandjohnson.com



ONIKA 110' (34m) :: Delta :: 1993/2004 :: \$4,750,000

Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com

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STARLIGHT 107' (32.62m) :: Derecktor-Goetz :: 2003 :: \$6,995,000

Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com

NEW LISTING



SERENITY 105' (32m) :: Burger :: 2001 :: \$6,995,000

Wes Sanford :: Fort Lauderdale :: +1 954 522 3344 :: wes.sanford@northropandjohnson.com



LOCHIEL 104' (32m) :: Garden-Alley Yachts :: 1985/2010 :: \$2,850,000

Ann Avery :: Fort Lauderdale :: +1 954 522 3344 :: annavery@northropandjohnson.com



AR-DE 100' (30m) :: Burger :: 1996 :: \$3,750,000

Chris Chumley :: Fort Lauderdale :: +1 954 522 3344 :: chris.chumley@northropandjohnson.com



ADVENTURER 94' (28.6M) :: Burger :: 1985 :: \$1,595,000

Gregg Child :: Fort Lauderdale :: +1 954 522 3344 :: gregg.child@northropandjohnson.com

YACHT TRADES CONSIDERED



ORION 90' (27M) :: Catana :: 2008/2012 :: \$4,900,000

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ZOOM ZOOM ZOOM 161' (49M) Trinity 2005. 5 Staterooms
C.A. Mark Elliott 305.794.1167



ONE MORE TOY 155' (47M) Christensen 2001. 6 Staterooms
C.A. Mark Elliott 305.794.1167



DOMANI 145' (44M) Benetti 2004. 5 Staterooms
C.A. Mark Elliott 305.794.1167 or C.A. Frank Grzeszczak 954.494.7096



WHEELS 124' (38M) Trinity 2002. 5 Staterooms
C.A. Chany Sabates III 954.604.2253



TRIX-SEA 103' (31M) Broward 2000. 4 Staterooms
C.A. Ron Morgenstern 954.309.9740



NEW LIFE 92' (28M) Lazzara 2009. 4 Staterooms
C.A. John Ciullo 954.494.1075



LADY LINDA 187' (57M) Trinity 2012. 8 Staterooms
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STREAMLINE 161' (49M) Mondo Marine 2009. 5 Staterooms
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CARPE DIEM II 150' (46M) Trinity 2002/2011. 5 Staterooms
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ANNA J 120' (37M) Palmer Johnson 2000/2010. 4 Staterooms
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NATICA 92' (28M) Hatteras 1999. 4 Staterooms
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Lenny Recanati

A citizen of the world, Lenny Recanati aims to see everything in it. This truly adventurous sailor blends easily in any situation he finds himself, whether at a wine tasting, a rock concert or on his yacht chatting with the village chief of a tribe in Papua New Guinea.

INTERVIEW BY LISA OVERING

Hometown: New York City

Age: 58

Profession: Investment banker; private equity investments

Current yacht: I have only owned one boat, my current one, sailing yacht *Vivid*, a 27-meter [88-foot] Jongert, on which I circumnavigated the globe. My dad was in the shipping business and owned many ships, but no pleasure boats.

Most memorable boating experience? Crossing the Atlantic. It was a tremendous sense of satisfaction and achievement. I did it with one of my sons.

What's your cruising life like? *Vivid* made a three-year circumnavigation of the globe from east to west. We are planning our next circumnavigation from north to south later this year. I have been to amazing places. I think it would be boring to go from Newport to the Caribbean over and over again. When I see

everything there is to see, I will go back to places I have been before. Until then, I will keep exploring.

Favorite marina/port? We never spend much time in any marina. Our boat always keeps moving. We have no base.

First job? As a student, I worked as a teller in a bank during the day and as a security guard at night in a factory.

Best job? Definitely my current job; it is my company now. My previous jobs were for other people.

Secret of your success? A lot of good luck and hard work. In my business, you need good intuition and a good feeling for people. You need a lot of common sense and luck.

Life lesson learned?

To value life. When I was 19 and a soldier, I saw young friends die. After the service, I thought it would be so stupid to die now in a car accident. I used to drive like a madman, but I stopped. I tell my sons not to do stupid things.

Any hobbies?

Wine, traveling and seeing wineries. For many years, I have collected wines from all over the world. I love traveling to exotic places. I love skiing and scuba diving. I love photography in

general and underwater photography. I make a lot of digital albums.

Current project?

Recanati Winery. I have one winery and am building another, close to the vineyard. It is a dream come true.

Favorite sports?

Basketball and soccer; I own a pro basketball team. It is both fun and frustrating.

Favorite music? I like different kinds, classical, popular. I saw Coldplay in London.

Last book read? *Child 44* by Tom Rob Smith. I love to read.

Favorite watch? I have two Rolex watches and an Omega. I usually wear the Rolex Yachtmaster II.

Favorite charity?

I'm involved in quite a few and they are all equally important to me. I help the Cancer Society, there is another charity for helping poor people who need food and I provide support to a modern dance company.

Any pet peeves? Stupid politicians

Favorite quote? "Be smart, not right."

What can't you imagine life without? *Vivid*. ■



Recanati's 88-foot *Vivid* has circumnavigated the globe.

THE RENDEZVOUS *in Monaco*

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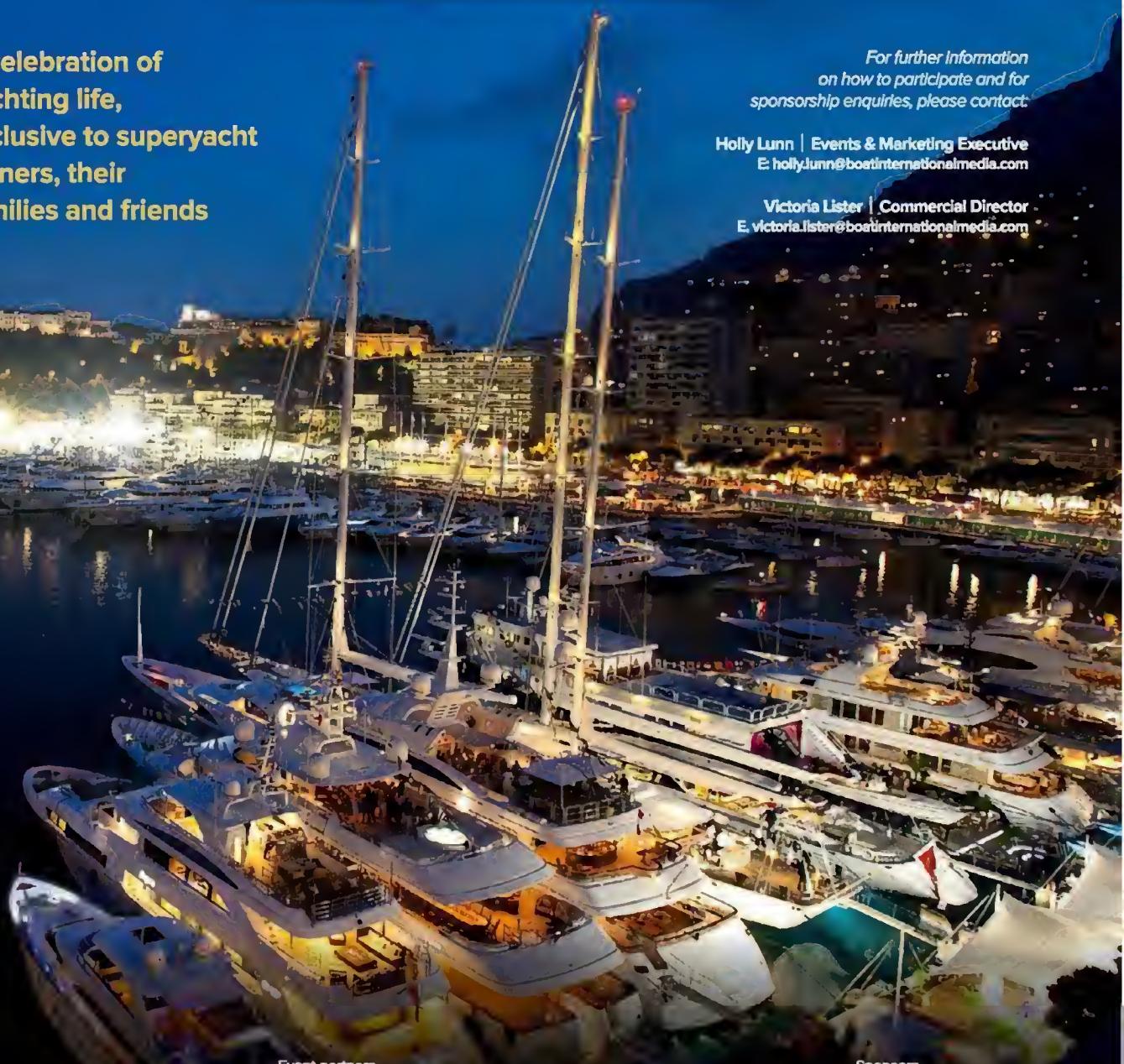
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